

IOWA AGENTS CONVENTION NUMBER

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, SEPTEMBER 15, 1932

**Great American
Insurance Company
New York**

Choose
Your
Company

Choose
Your
Company

INCORPORATED - 1872

**AMERICAN ALLIANCE
INSURANCE COMPANY
NEW YORK**

**MASSACHUSETTS FIRE & MARINE
INSURANCE COMPANY
BOSTON**

**ROCHESTER AMERICAN
INSURANCE COMPANY
NEW YORK**

**COUNTY FIRE INSURANCE COMPANY
PHILADELPHIA**

**WESTERN DEPARTMENT
STRAUS BUILDING CHICAGO, ILL.**

IOWA STATE AND SPECIAL AGENTS

WALTER A. HARVEY
JNO. A. SHULTZ

GEORGE E. CARR
N. W. McBEATH

714 Capitol Theatre Building
DES MOINES

Annual Meeting
National Association of Insurance Agents
Philadelphia ~ September 20-23

THE AMERICAN INSURANCE COMPANY
NEWARK, NEW JERSEY

OFFICE OF THE
PRESIDENT

September 14, 1932

To the Members of
the National Association of Insurance Agents:

When you meet in Philadelphia next week, we of The American Group will be with you - some in person, and the rest of us in spirit. In planning your course for another twelve months, may you have the courage to continue upholding all that is best in our business.

These are troublous times, and that the great institution of Insurance has not only survived, but actually grown in public confidence and esteem, is due in a large measure to the loyal support given by the members of your organization. Many have been tempted, but few have fallen for the temporary personal gain to be derived through a departure from ethical practices.

You have realized that things which are not good for the business as a whole cannot be of enduring benefit to any individual or group. May this continue to be your guiding thought as you deliberate at Philadelphia.

J.W.





PROTECT WHAT YOU HAVE

NEXT to protecting life, a man's first duty to himself and his family is to protect his possessions.

Because of impaired personal resources, many property owners today could not afford even to repair damage to their property, let alone replace it.

Where it always has been wise, it is now imperative to protect what you have with all-around insurance—not only against fire, but wind, explosion and other ever-present and very real hazards.

Partial protection always leaves the possibility that a hazard not guarded against may be the one which will cause the damage.

The experienced insurance agent or broker is an expert in planning protection exactly to fit your individual requirements. Consult him as you would your doctor or lawyer. Ask him how little it will cost to be adequately protected. And let him select a strong, sound company in which to place your insurance—because, after all, insurance protection is only as strong as the company behind it.



North America Agents are equipped to advise you on all insurance matters—and you are secure in the protection offered by their Company—one of the strongest insurance companies in America. North America Agents are listed in Classified Telephone Directories under the following heading...
INSURANCE COMPANY OF NORTH AMERICA.

North America Protection

Largest surplus to policyholders of any American fire insurance company.

Losses paid since organization, \$382,119,855.

Oldest American fire and marine insurance company—founded in 1792.

A 140-year record for prompt and equitable settlement of claims.

The Company has successfully weathered every conflagration in the United States, as well as all panics and business depressions.

A stock company—therefore, no possibility of assessing policyholders.



"The White Fireman in the Home" is a little book that the Insurance Company of North America will be glad to send you, gratis. By observing the precautions it gives, you may prevent loss of life and destruction of your property. Address: Ins. Co. of North America, 1600 Arch St., Philadelphia.

Insurance Company of North America

PHILADELPHIA

and its affiliated companies write practically every form of insurance except life

This advertisement inaugurates a new advertising campaign for the benefit of North America Agents. It is designed to point out to the property-owner the vital importance of adequate property insurance under present economic conditions.

North America Agents are supplied with local tie-up material, by the use of which they may reap the full benefit of the Company's national advertising.

The advertisement shown above appears as a full page in The Literary Digest, September 3; The Saturday Evening Post, September 10.



**Year in and
year out you'll
do well with
the HARTFORD
ACCIDENT and
INDEMNITY
COMPANY**

The National Underwriter

Thirty-Sixth Year No. 37

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, SEPTEMBER 15, 1932

\$4.00 Per Year, 20 Cents a Copy

Best in Vigorous Company Critique

Brings 40 Years' Experience to Bear on Many Problems in Insurance

GENERAL SITUATION GOOD

Authority Takes Issue With "Pyramiding," Some Investment Practices, "Shoestring" Operations

Vigorous observations on purchase, consolidation, financing and refinancing methods affecting insurance companies were made by A. M. Best of New York at the White Sulphur Springs, W. Va., meeting of the International Association of Insurance Counsel. Mr. Best said his experience of 40 years leads him to the inevitable conclusion that an omelet cannot be made with even one bad egg, and that a consolidation involving even one bad company is doomed to many difficulties.

Fire and marine companies during the depression period, he said, have experienced a normal loss ratio, but have been compelled to contend with the problem of enormous shrinkage in market value of securities and a substantial increase in ratio of expenses to premiums, due to approximately \$200,000,000 shrinkage in premium volume. He finds the business as a whole, however, entirely sound, surplus to policyholders even on a market value basis at the lowest point being fully adequate in proportion to premium volume.

Market Upturn an Offset

This in spite of the fact that decline in market quotations of securities owned by fire and marine companies from the high to the low point was many hundreds of millions of dollars. The upturn in the market has served as an offset, however, one fire company finding its securities worth more than \$12,000,000 in excess of value at the low point.

In the casualty-surety field a much less favorable situation is found, these companies as a class, in contrast to fire companies, never having had large capital and surplus in proportion to premium volume or undischarged liability. Mr. Best said before the decline in security quotations many fire companies possessed capital and surplus equal to from 50 percent to 60 percent of their entire resources, while capital and surplus of the average casualty surety companies was a much smaller proportion of total assets—possibly 20 to 40 percent.

Consequently, in a casualty-surety company a certain rate of shrinkage in assets might wipe out both surplus and capital, while in a fire and marine company this might cause merely a heavy reduction of surplus.

He approved action of the National Convention of Insurance Commissioners

(CONTINUED ON PAGE 43)

Williams Hits Bureaucracy

W. U. A. President Recommends That Organization Take Control of All Classes in West Except Marine, Abolishing Many Bureaus—Estimates \$100,000 Saving

In his address before the mid-year meeting of the Western Underwriters Association at Manchester, N. H., President Walter D. Williams, who is manager of the Security of New Haven, requested the appointment of a committee to study the desirability and feasibility of the Western Underwriters Association taking jurisdiction over all classes of business written by members, except marine, and to report its findings to the governing committee with the request that the governing committee make recommendations at the annual meeting of the W. U. A.

This was probably the most important recommendation in Mr. Williams' strong and clear address. Among the other subjects on which Mr. Williams touched and made recommendations were commissions paid to agents in excepted cities on business located in ordinary territory, taxation, postage charges, agency adjusters, balance rule, loss payments, insurance for mortgages, Interstate Underwriters Board, Insurance Executives Association, reinsurance of non-association companies, consolidation of committees and multiplicity of policies.

Over-organization Is Found

In recommending the bringing under the jurisdiction of the Western Underwriters Association all classes of business except marine, Mr. Williams expressed the opinion that one of the chief sources of unnecessary expense is the over-organization of the business. He pointed out that in the Western Underwriters Association territory, there were five or more separate organizations exercising primary jurisdiction over special classes of business, although those classes are written by the same agents as represent W. U. A. members for general lines.

In the past, he declared, it has been the custom to organize a special conference or association when a new type of business is created. Bureaucratic tendencies with attendant expense have developed. The expenses are entirely out of proportion to the benefits received, according to Mr. Williams, and the various classes of business have been governed without any reference to the effect upon the general and more

important operations of the companies. "This bureaucratic practice," he said, "has developed confusion, lack of control and the abuse of these special classes for the furtherance and development of the business of all members over which this organization has control."

Sees \$100,000 Saving

Mr. Williams estimated that at least \$100,000 a year could be saved in western territory if the Western Underwriters Association had jurisdiction of all classes except marine.

"The question of agency representation as it relates to clear agencies, which is now a subject of confusion, would be automatically provided for and the control of the Western Underwriters Association over the business of its members would be greatly strengthened."

Mr. Williams said he excepts marine business in his recommendations because there are companies which are engaged in the marine business but not in any other class and hence would not be eligible to membership in the Western Underwriters Association.

"Bureaus," Mr. Williams remarked, "are easy to create, as is evidenced in our governmental operations. They become entrenched and some times difficult to dislodge, but I am satisfied that no more effective measure could be taken by this organization, both in the interests of the particular specialty lines themselves and for the good of the business as a whole, than the lodging of authority for the governing of these activities in one central body."

Another important source of economy, according to Mr. Williams, is checking commissions on individual risks. On every borderline risk where there is doubt as to the amount of commission to be paid, the companies invariably pay the higher rate, he said. "The very fact," he declared, "that a risk is on the border as to commission classification is sufficient justification for the application of the minimum commission for that particular risk."

Large Amount Involved

"In the aggregate this involves a large sum of money and I would suggest, therefore, that in checking agents' accounts instead of allowing a maximum commission on borderline risks that the minimum commission be applied and that notice of this action be sent to the office of the Western Underwriters Association so that uniformity of treatment will be given by all companies."

"To effect economies properly means a better observance of commission limitations and rates, the latter applying particularly to those of our members who maintain so-called special risks and/or service departments, who are inclined to take a good deal of liberty with the rates on risks placed with them by brokers."

(CONTINUED ON PAGE 6)

W. U. A. Men Have Eyes on Economy

President Williams and Committees Cite How Savings Can Be Made

LOSS QUESTIONS ARE UP

Western Executives in Session at Manchester, N. H., Defer Decision on Farm Commissions, Premium Financing

By GEORGE A. WATSON

MANCHESTER, N. H., Sept. 14.—

With an unusually large attendance of members and the presence of a number of company executives from eastern insurance centers, proceedings at Tuesday's session of the semi-annual meeting of the Western Underwriters Association moved with such celerity as to warrant completion of the entire program this morning.

In addition to the address of the president, W. D. Williams, and the report of the governing committee, reports were submitted by standing committees upon general agency arrangements, Cook county loss adjustments, cooperation in loss adjustment practices, publicity and education, public relations, maps, fire protection engineering and uniform forms. Other committees were content merely to report progress, no matters calling for particular consideration having been brought to their attention.

Action upon the various recommendations made by President Williams, as well as upon the several subjects proposed by the governing committee is being taken today. Discussion was expected Tuesday upon the proposed agency agreement sent out in tentative form two weeks ago but no mention was made of it. Action will be deferred until the views of the other regional bodies of the country can be learned. There was no decision reached with respect to commissions upon farm business, the subject being touched upon but lightly and without concrete recommendation.

Economy Is Theme

Economies in the general conduct of the business supplying the theme of President Williams' address, the same thought ran through the reports of a number of committees, each having administrative power reporting a reduction in the cost of conducting the work under its particular jurisdiction, without lessening in any way the character of the service rendered.

Considerable attention was paid the highly important subject of loss payments. The proposition was advanced that a material saving could be effected if in practically all cases the settlement of claims was delegated to company

(CONTINUED ON PAGE 9)

Special Insert Covers Meeting of Iowa Agents

The proceedings of the annual convention of the Iowa Association of Insurance Agents, held last Friday and Saturday in Des Moines, and the addresses given at that meeting are presented in a special insert which is made a part of this issue, beginning on Page 19.

Red Tape Is Not Necessary in Premium Finance Field

L. E. FALLS OFFERS ADVICE

Companies Should Not Become Parties to Arrangements Between Finance Companies and Agents

L. E. Falls, vice-president American of Newark, has taken the position as chairman of a voluntary committee on premium financing, that the insurer is not required and should not become a party to arrangements between agents and finance companies nor should endorsements be attached to policies to protect the interests of the finance company. The companies, he said, are being requested to approve policy endorsements, powers of attorney, assured's assignment of interest, contracts between the agent and the finance company and other documents deemed necessary by the finance company to the operation of its business.

Mr. Falls states that the insurer is not interested in the source of the money with which an assured pays the premium. An endorsement is not required and none should be placed on the policy. Companies must be careful in attaching endorsements not to vitiate the standard policy provisions.

When a third party becomes interested in funds which may be paid out under the policy, notice may be served upon the insurer that such an interest exists and the insurer may be put upon notice not to disburse funds which may become due under the policy, without respecting the rights of the third party.

How to Get Protection

The premium finance company is such a third party, according to Mr. Falls. Notice from the finance company to the insurer that the assured has assigned certain rights or has given a power to the finance company for cancellation and collection of return premiums, gives the finance company all protection necessary, he said.

When proof of assignment becomes important, it should be obtained by the insurer before making the disbursement, Mr. Falls stated. The insurer must inquire into the bona fides of the finance company's claim of interest and the insurer will probably demand evidence that the assured has actually signed an endorsement or a power of attorney at the time of paying a loss or return premium.

When the insurer is satisfied that the finance company has an interest in the payment, the draft will usually be drawn to all parties in interest, as their interest may appear, unless the insurer is furnished with authority from the assured to warrant paying the funds to the finance company only, as the assured's assignee.

Many insurance companies, according to Mr. Falls, are notifying their agents that any contract entered into with a premium finance company is made by the agent outside the scope of his authority as agent. The insurer is therefore not a party to the agent's contract with the finance company.

When a policy is cancelled by the representative of the assured, it is subject, according to Mr. Falls, to the same mode of cancellation as if cancelled by the assured himself. The finance company is not entitled to collect from the insurer a sum to cover the deferred premium owing by the assured unless such claim is covered by the policy and agents must be careful that they do not incur personal liability by entering into an agreement with the finance company to that effect.

Frank Colridge, executive secretary California Association of Insurance Agents, spent Sept. 12-13 in Santa Rosa completing plans for the annual convention to be held there Nov. 16-18.

Letter from Official Gives Information About Pearl

STATES IT WILL COOPERATE

Claim Is Made It Will Seek Membership in the Various Company Bodies

ALBANY, N. Y., Sept. 14.—A high authority in the New York insurance department states that its files for the Pearl Assurance of London contain a letter signed by a home office official expressive of the intention of the company to make application for membership in the various rate jurisdictional bodies of the United States such as the Pacific Board, Eastern Underwriters and Western and Southeastern organizations. United States Manager Guinness is reported to have said in an interview some weeks ago that the Pearl would of course affiliate with local rate making bodies in the states in which it did business but would not affiliate with the governing organizations named. It was reported that General Agent George C. Stevens stated some weeks ago he was planning a trip to the London office of the Pearl presumably for a conference with home office officials about its vastly changed underwriting policy in the United States as compared with plans at the time the new management was appointed but verification of this is unobtainable.

Is Watching Coast Case

The New York department official interrogated about the Pacific Coast proceedings concerning the alleged binding of California risks by the Pearl said the department was closely observing developments with especial interest in view of the home office document referred to.

Congressman will Give Address at Agents' Meeting

A feature speaker at the annual convention of the National Association of Insurance Agents in Philadelphia next week will be Congressman J. B. Shannon of Kansas City. He is chairman of the special governmental committee to investigate government competition with private business. His subject will be "Getting the Government Out of Business." Since Congress adjourned hearings have been held by his committee in Chicago, St. Louis, Kansas City and other centers. He has in preparation a bill to prevent further competition by governmental agencies with private enterprises. He will speak on the afternoon of Sept. 21, following the address of Insurance Commissioner Livingston of Michigan.

Industries That Are Affected

A study of the general problem thus far reveals that the following industries are subjected to unfair governmental competition: Agriculture, amusements, architecture, baking, banking, printing and binding, brickmaking, canning, brush and broom manufacture, canvas products, live stock, cement dealers, ship chandlery, chemicals, clothing, coal business, coffee importation, contracting, the cotton industry, creameries, dairy farming, engraving, envelopes and stationery, explosives, the express industry, fertilizer products, animal and fowl foods, fruit and vegetable shippers, furniture dealers and manufacturers, furs, gasoline and oils, the grain trade, hotels and restaurants, ice manufacture, insurance, laundries, lumber, mechanical shop and marine work, saddlery and harness manufacture, shoe factories, and the wool industry.

THE WEEK IN INSURANCE

Walter D. Williams, in presidential address before Western Underwriters Association, suggests that consideration be given to bringing jurisdiction of all lines, except marine, under the W. U. A. **Page 3**

A. M. Best of New York gives vigorous critique on company practices at meeting of International Association of Insurance Counsel. **Page 3**

Congressman J. B. Shannon of Kansas City will address the annual meeting of the National Association of Insurance Agents at Philadelphia next week. **Page 4**

At the annual meeting of the New Jersey Association of Underwriters, A. V. Livingston of Englewood was elected president. **Page 5**

Blue Goose grand nest elections are conducted without contest. Toronto is selected for next year's meeting. **Page 5**

L. E. Falls states companies should not become parties to arrangements between finance companies and agents. **Page 4**

Program for the annual convention of the National Association of Mutual Insurance Companies and Federation of Mutual Fire Insurance Companies at Columbus, O., is announced. **Page 38**

Program for fire and casualty group of Insurance Advertising Conference in New York Oct. 3-5 is announced. **Page 4**

Pacific Board committee recommends companies increase rate level 10 percent on unprotected fire risks in effort to solve problem of high loss ratio. **Page 5**

An official of the New York insurance department declares that its files contain a letter from the home office of the Pearl Assurance stating it will apply for admission to the various company jurisdictional bodies. **Page 4**

Semi-annual meeting of the Western Underwriters Association is held this week in Manchester, Vt. **Page 3**

Program for the annual meeting of the Wisconsin State Association of Mutual Insurance Companies at Milwaukee next week. **Page 6**

Much interest is taken in the discussions that have been held between company managers, local agents and field men on the situation in Washington state. **Page 10**

The old-time local agencies of Herrick, Auerbach & Vantine and Klee, Rogers, Loeb & Wolff of Chicago merge. **Page 12**

President Pearson of National Publishers Association justifies workmen's compensation rate increase preliminary to New York department hearing on proposal. **Page 37**

International Chalm Association holds annual convention at White Sulphur. **Page 37**

G. W. Yancey elected president of International Association of Insurance Counsel at White Sulphur meeting; important committees created. **Page 38**

Plans for annual convention of Michigan Association of Insurance Agents are announced. **Page 8**

Companies find experience on long distance trucks is extremely unfavorable. **Page 37**

Superintendent Van Schaick of New York has denied the application of the Shelby Mutual Plate Glass of Shelby, O., for admission to that state. **Page 40**

Henry Swift Ives urges Iowa agents to lead revolt against excessive taxation. **Page 37**

Program for Fire, Casualty "Ad" Men Oct. 3-5 Announced

MEET TO BE IN NEW YORK

Freeman, Dreher, Warner, Smiley, Spaulding, Taylor, Chapin, Neptune Among Those on Card

NEW YORK, Sept. 14.—Stanley F. Withe, vice-president of the Insurance Advertising Conference and chairman of the fire and casualty group, has announced the following tentative program for the group sessions to be held in connection with the annual meeting of the conference here Oct. 3-5.

Monday Afternoon, 2:30

Closed session ("A" members only), Chairman, Horace V. Chapman, advertising manager Ohio Farmers.

Discussion of exhibits. "Periodical Advertising," Charles E. Freeman, superintendent business promotion Springfield Fire & Marine. "Printed Material for Public," Harry Warner, advertising manager Maryland Casualty.

"House Organs," Ray C. Dreher, advertising manager Boston and Old Colony.

"Sales Promotion Material for Agent," Ralph W. Smiley, superintendent publicity department, Royal-Liverpool group.

Reports of group committee. General discussion.

Tuesday Morning

Chairman, Chauncey S. S. Miller, advertising director North British & Mercantile.

"The Necessity for Producing Business Without Producing Losses," A. W. Spaulding, advertising manager Hartford Accident.

"Obtaining Good Agents by Direct Mail Solicitation," Charles E. Freeman.

"Direct by Mail Advertising—How We Can Make It Help Agent and Company," Howard C. Pulver, superintendent of publications Automobile of Hartford.

"Advertising Must Be Linked with Selling to Produce Results," Harold Taylor, advertising manager American.

"Why Some Policyholders Leave Without Saying Goodbye," Ray C. Dreher.

"Visual Salesmanship," Warren S. Chapin, superintendent of publications Aetna Casualty.

Tuesday Afternoon

Chairman, Stanley F. Withe, manager publicity department Aetna Casualty and Automobile.

"How Can Rate Increases Best Be Sold to the Public?" Thomas Hanly, director department of publicity National Bureau of Casualty & Surety Underwriters.

"Is Advertising Featuring High Verdicts a Boomerang?" R. L. Neptune, production manager American Surety.

"Stretching Advertising Dollars."

1. What can we do to offset the increase in postage rates? J. H. Wright, editor "Postage and Mailbag."

2. "Your engraver can help you to keep engraving costs down," M. E. Dowd, president Dowd, Wylie & Olson.

"Dramatized Photography," Frank Ennis, advertising manager America Fore.

"Keeping Up to Date." Five minute talks on new developments of interest to insurance advertisers. Demonstrations.

Wednesday Morning

Chairman, Clarence A. Palmer, advertising manager North America.

"Cooperation," a symposium—"How Can We Help You?" "How Can You Help Us?"

Representatives of the following bureaus will tell about their activities: National Board, National Bureau of Casualty & Surety Underwriters, National Association of Insurance Agents, National Association of Casualty & Surety Agents, Casualty & Surety Executives Association, Insurance Executives Association, National Safety Council, National Fire Protection Association.

An advertising display is being arranged under the direction of chairman of exhibits, Horace V. Chapman. There will be an exhibit of fire and accident prevention material issued by companies and organizations. Material should be sent to Stanley F. Withe, chairman of the safety committee, care of the Aetna Casualty. There will be an exhibit of

(CONTINUED ON PAGE 25)

Livingston Heads New Jersey Body

Local Agents Organization Carries
on in Most Excellent
Style

STRONG PROGRAM GIVEN

Members Will Proceed With Their
Campaign to Get Stronger Quali-
fication Measure

NEW OFFICERS ELECTED

President—A. V. Livingston, Englewood.

Secretary - Treasurer — E. Schmultz, Ridgewood.

Chairman Executive Committee—W. G. Hurlitz, Morristown.

Executive Committee, H. B. Nelson, Jersey City; Frederick Hickman, Atlantic City; C. S. Stultz, Hightstown, and Julius Klein, Newark.

County vice-presidents, R. E. Brode, Atlantic; C. H. Blocher, Bergen; R. H. Aaronson, Jr., Burlington; W. B. Hambleton, Camden; J. A. L. Harris, Cape May; C. H. Reeves, Cumberland; W. R. Pruden, Essex; E. L. Sturgess, Gloucester; W. F. Turner, Hudson; G. A. Reiger, Hunterdon; S. M. Fell, Mercer; T. S. Brown, Middlesex; W. Conroy, Monmouth; S. K. Howell, Morris; G. M. Pearce, Ocean; C. E. Meek, Jr., Passaic; O. W. Aeton, Salem; C. O. Messler, Somerset; W. R. Sprague, Sussex; L. Slocum, Union, and A. B. Craig, Warren.

National Councillor, Frederick Hickman, Atlantic City.

By GEORGE A. WATSON

Having served as president of the New Jersey Association of Underwriters Association for the past two years, a period of unusual stress, H. B. Nelson of Jersey City held that the responsibilities of the office should be transferred to other shoulders and he be allowed to devote more time to the growing interests of his own agency. While loath to lose the services of so efficient an administrator as Mr. Nelson proved himself to be, members of the organization recognized the logic of his decision and at their annual gathering at Jersey City unanimously elected as his successor A. V. Livingston of Englewood, former chairman of the executive committee.

(CONTINUED ON PAGE 39)

Blue Goose Election Is Peaceful, Toronto in 1933

NEW OFFICERS ELECTED

Most Loyal Grand Gander—D. A. McKinley, Royal, Seattle.

Grand Supervisor—L. H. Bridges, Home of New York, Omaha.

Grand Custodian—S. A. Mehorter, Home of New York, Newark.

Grand Guardian—T. Ray Phillips, America Fore, Oklahoma City.

Grand Keeper—H. B. Leuty, Atlas, Vancouver.

Grand Welder—C. P. Hellwell, New Brunswick, Milwaukee.

The Blue Goose grand nest elections at Chicago were conducted without the anticipated contest when D. M. Pollard of Texas withdrew from the race after having been put in nomination for grand guardian in opposition to T. Ray Phillips of Oklahoma City. The position of grand keeper went to H. B. Leuty of Vancouver, provincial manager for the Atlas and Essex & Suffolk Equitable. The old officers were each advanced two notches in view of the fact that H. Churchill-Smith, who would have been advanced to most loyal grand gander, retired from the lists.

Toronto was selected for the 1933 meeting place over the bid of Chicago, which wanted the convention during the world's fair year. L. T. Hargreaves of Toronto delivered a unique invitation, projecting with moving picture apparatus a copy of a letter of invitation from the mayor of Toronto and some scenes of that city.

The good fellowship banquet was a big success. C. D. Livingston, Michigan commissioner and president of the National Convention of Insurance Commissioners, who is endeared to fire insurance men, was the featured speaker. He emphasized that Blue Goose work rounds out the character of fire insurance men. He asked the field men to combat the whispering campaign against companies. He said the campaign is not so vicious against fire companies, but it is vicious in the casualty and life business. He expressed the belief that there will not be demoralization or failure of consequence in the fire business.

Ernest Palmer, manager of the Chicago Board; W. F. C. Fellers, Jacksonville, Fla., retiring most loyal grand gander; D. A. McKinley, most loyal grand gander, and L. H. Bridges, grand supervisor, also addressed the banquet. John F. Stafford, western

manager of the Sun and past most loyal grand gander, presided as toastmaster in gracious style.

In addition to the regular sessions, an extraordinary session was held the evening of the first day in order to provide ample time for discussion of the various problems.

The group life insurance coverage of the Blue Goose, which is carried in the Lincoln National Life, was frequently discussed. There was an appeal on the part of practically all speakers for more complete coverage of the younger men in the order. In 1931, according to Mr. Pollard, who was chairman of the insurance committee, the Lincoln National paid losses of \$110,500 and received premiums of \$107,591. There are 2,908 members of the order holding primary insurance and 268 holding secondary.

The question of Canadian exchange came up during the year, Mr. Pollard reported. In order not to charge the Canadian members more for their insurance, it was arranged with the Lincoln National that premiums and death claims would be paid in Canadian funds.

Half Year Experience

The first six months of 1932, losses paid have been \$71,000 and premiums \$61,900. Of that amount, \$17,500 was paid on account of suicide. If conditions the rest of the year continue to be as unfavorable, the experience for the Lincoln National will be even worse than in 1931, Mr. Pollard pointed out. With a mortality ratio of 80 percent, Mr. Pollard said, the profits would be very small for the carrier. He said that effort should be made to cause the business to be profitable for the carrier, instead of shopping around for another insurer. The average age of death of insured members has been 54. There have been more deaths between ages 50-59 than in any other age bracket.

H. Verne Myers of Waterloo, Ia., asked whether a comparison had been made between the rates charged for the Lincoln National group cover and the individual rate for term insurance charged by other companies. He said that the younger men are constantly bringing up this comparison. Mr. Pollard said that comparisons were difficult because of the various rates of the different companies, but that the difference in no case was substantial.

(CONTINUED ON PAGE 13)

Ask Rate Raise on Unprotected Class

Solution Sought for High Loss
Ratio Problem on Pacific
Coast

VARIED VIEWS OFFERED

Pacific Board Committee Recommends
That Companies Increase Rates
to Improve Situation

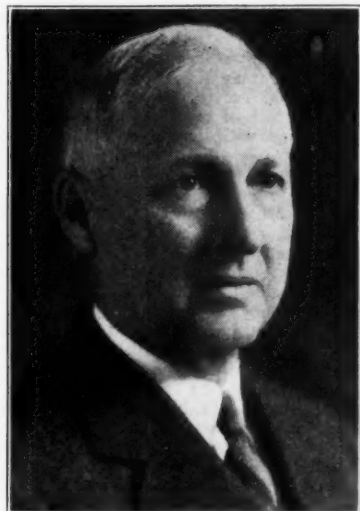
SAN FRANCISCO, Sept. 14.—After many months study of unprotected fire business in California, the rules and rates committees of the Pacific Board have recommended that companies adopt a 10 percent higher rate level for this class. The committee does not claim that such an increase for all unprotected risks, except schools, churches, public buildings and farms, will solve the heavy loss ratio problem which has consistently troubled coast fire underwriters. To quote a prominent underwriter, "It would not be possible to formulate rates which would take care of the present situation." However, it is hoped that the proposed increase, which is "on the street" for the required signatures, will serve to alleviate the situation. It is no secret that some coast managers and executives have not gone into the problem within their own offices sufficiently to learn the right method to pursue, but all agree that losses have been abnormal and "something must be done."

Underwriter Suggests Remedy

A successful underwriter stated that careful selection and proper inspection are the remedies; increased rates will not solve the question. He said he had sufficient inspection reports on his own risks to indicate that herein lies the remedy. He said one of the major companies installed two inspectors in a newly organized "farm department" and they are saving the company many thousands of dollars. Many risks, he said, were cancelled, reduced or allowed to go off the books at expiration. In several instances the cancelled risks

(CONTINUED ON PAGE 25)

WESTERN UNDERWRITERS OFFICIALS MEET THIS WEEK



WALTER D. WILLIAMS, Rockford, Ill.
President



JOHN A. CAMPBELL, New York City
Vice-President



ERNEST A. HENNE, Chicago
Vice-President



CHARLES F. THOMAS, Chicago
Secretary

Wisconsin Mutuals Program for Their State Convention

JACOBS IS THE PRESIDENT

Insurance Commissioner Mortensen
Will Be One of the Chief Speakers
at Meeting

About 150 mutual insurance officials and agents are expected to attend the annual convention of the Wisconsin State Association of Mutual Insurance Companies, to be held at the Schroeder Hotel, Milwaukee, Sept. 21-22.

President Geo. A. Jacobs of Janesville, will open the convention with the "President's Address" on Wednesday afternoon. Other speakers on the program are: H. J. Mortensen, commissioner of insurance; E. L. Poor, managing editor "Journal of American Insurance," Chicago; J. J. Beall, vice-president, Northwestern Mutual Fire of Seattle; James S. Kemper, president, National Association of Mutual Insurance Companies, Chicago; L. H. Westberg, special agent, Citizens Mutual Fire of Janesville; A. C. Fuge, secretary, West Bend Mutual Fire of West Bend;

T. A. Linton, manager, Retail Credit Co., Milwaukee; and H. B. Shier, vice-president, Reitan-Lerdahl Co., Madison.

A feature of the convention will be the "Mutual Insurance School" for discussions of company and agency problems. Leaders of discussions will be: J. A. Schwalbach, secretary German-town Farmers Mutual; L. W. Schlieder, secretary Sheboygan Falls Mutual Fire; Henry Weihbrecht, secretary Badger Mutual Fire of Milwaukee; Geo. Janssen, secretary of the Mayville Mutual Fire, Mayville.

Hall Is Banquet Speaker

A banquet will be held Wednesday evening. The principal speaker will be Harry B. Hall, president of the Milwaukee Association of Commerce and vice-president of the American Appraisal Company on "The Insurance Business Today and Tomorrow—By an Outsider Looking In."

Officers of the association are: President, Geo. A. Jacobs, Janesville; vice-president, Geo. Janssen, Mayville; secretary-treasurer, Theo. R. Schmidt, Kewaskum.

C. B. White of Seattle, president of the Washington Insurance Agents' League, will leave Seattle Thursday of this week for Philadelphia to attend the convention of the National Association of Insurance Agents.

Williams Hits Bureauacy in W. U. A. Annual Address

(CONTINUED FROM PAGE 3)

The charge is often made that some members of the Western Underwriters Association are reinsuring non-member companies, according to Mr. Williams. Often the business written by non-members is in violation of rules and requirements. The method frequently followed is for brokers to place a line with non-association companies and then to arrange for the reinsurance which is placed with association members. "This is the time," Mr. Williams declared, "to close up the ranks and to withhold reinsurance protection from non-association institutions. We can control many situations if each member will observe closely our rules on this subject and violations of this rule should and will be dealt with."

Demand of Mortgagees

Mr. Williams mentioned there has been a growing demand by mortgagees for the insurance of their interests independently of the interest of the owner of the property. "The possibilities of danger in this practice are too evident to require comment," he declared. "Members are cautioned to investigate

carefully every offering of this character."

President Williams recommended the adoption of a mandatory rule requiring each member to have his field men affiliate with, support and cooperate in making the balance activities of the various field organizations efficient. "All they need is proper support," he said, "which in the past has been lacking."

Mr. Williams recalled that at the last meeting of the Western Underwriters Association instructions were given to the governing committee to work out some plan for the better handling of the balance rule. A sub-committee was appointed, he recalled, and its report will be submitted by the governing committee.

Some executives, according to Mr. Williams, feel that adequate machinery for enforcement of the balance rule is in force. The reason for it not operating more effectively is because of the lack of support on the part of the companies. Responsibility for collection rests finally upon the field man, he said, and it seems unwise to burden the offices and staff of the W. U. A. with the handling of the details of this subject which they, in turn, have to pass on to the field men for action.

Commission Problem

Appointment of a committee was requested by Mr. Williams to study the question of commissions paid to agents in excepted cities on business located in ordinary territory. In Illinois, Mr. Williams pointed out, the requirement is being enforced that all daily reports on risks in ordinary territory controlled by agents in excepted cities pass through the audit bureau. This has resulted in the correction of rates on this type of business, he said. Correction of commissions, however, is still a subject of consideration, he declared.

In the territory immediately adjacent to Chicago, Mr. Williams pointed out, much of the business is written by Chicago agents, although located outside of the jurisdiction of the Chicago Board. Many Chicago suburbs are located outside of Cook county where the rules of the Chicago Board do not apply. Such business is within the jurisdiction of the W. U. A., he pointed out, and is ordinary territory. The residents of these suburbs, however, all do business in Chicago and many of the brokers and agents of the city live in these various suburbs.

The brokerage permitted by Chicago Board rules is the same as the commission of the W. U. A. in ordinary territory. Therefore, if the Chicago agent is limited to the commissions properly applicable and pays the broker the Chicago brokerage, he has no commission left for himself.

Survey Departments

This situation, according to Mr. Williams, is aggravated by the fact that many members of the W. U. A. maintain survey and/or subagency departments in their departmental offices in Chicago and these brokers can secure appointment as subagents of such companies and receive from them the full agency scale of commission. This places companies with no departmental office in Chicago or vicinity and no subagency department at a decided disadvantage and the practice is general that on business suburban to Chicago, Chicago commissions are paid to Chicago agents.

In one of the excepted cities, Mr. Williams stated, an apparent tendency to create agency adjusters has developed. "The agency adjuster exists for only one purpose and that is to create prestige and advantage to the agent at the expense of the company. The responsibility of such an adjuster is to the agent only. We have been successful in many cities in stamping out this practice. It should not be permitted to gain a foothold in any territory."

Mr. Williams warned against overpayment and/or speedy payment of doubtful losses. Such a practice will soon corrupt an entire community, he said. In these days, very often the in-

Leaders of insurance agencies throughout the United States will be at Philadelphia for the National Convention of their organization which begins on September 19. Naturally, you will be among them.

Of Course You'll Be There!

You and I have something of mutual advantage to discuss regarding BAIL BONDS. I don't care if your office has one or several hundred BAIL BONDS during the year;—it will pay you to get the story.

Drop into my room at the Ben Franklin Hotel while you are at the convention and we will talk it over.

W. EUGENE ROESCH
REPRESENTING

M. & S. Agency, Inc.

Lefcourt Building

Newark, N. J.

TELEPHONE MITCHELL 2-6416

Globe & Rutgers

FIRE INSURANCE COMPANY

111 William Street, New York City

Semi-Annual Statement July 1, 1932

*ASSETS	\$58,791,139.31
**CAPITAL	7,000,000.00
SURPLUS	7,754,937.61
ALL OTHER LIABILITIES	44,036,201.70
Surplus To Policyholders	14,754,937.61

*Valuations of Securities on New York Insurance Department Basis.

**As of July 30, 1932, \$5,000,000 of Such Capital Was Transferred to Surplus.

Losses Settled and Paid Since Organization Over..... \$304,000,000

THIRTY-THREE YEARS RECORD

	ASSETS	RESERVE	SURPLUS
Dec. 31, 1899.....	\$ 529,282.59	\$ 26,832.54	\$ 3,038.94
Dec. 31, 1904.....	3,003,725.08	1,406,295.92	804,709.46
Dec. 31, 1909.....	5,177,134.99	1,830,603.29	2,398,322.48
Dec. 31, 1914.....	8,966,071.46	3,461,689.22	3,619,694.66
Dec. 31, 1919.....	33,687,274.25	13,447,880.00	10,146,031.00
Dec. 31, 1924.....	60,654,703.06	20,280,922.14	19,810,623.92
Dec. 31, 1925.....	67,922,096.58	20,265,572.73	24,161,943.85
Dec. 31, 1926.....	71,740,996.88	21,162,599.90	25,610,575.98
Dec. 31, 1927.....	80,193,738.67	21,794,727.64	29,514,599.03
Dec. 31, 1928.....	98,190,644.96	24,332,695.62	37,252,917.34
Dec. 31, 1929.....	105,991,540.45	26,803,146.42	44,315,436.03
Dec. 31, 1930.....	87,416,300.55	27,340,139.34	30,109,790.21
Dec. 31, 1931.....	80,863,641.33	28,081,609.59	*26,732,004.74

*Valuations approved by National Convention of Insurance Commissioners.

OFFICERS

E. C. JAMESON, President

H. EDW. BILKEY, Vice-President

J. D. LESTER, Vice-President

W. H. PAULISON, Vice-President

LYMAN CANDEE, Vice-President

J. H. MULVEHILL, Vice-President and Secy.

A. H. WITTHOHN, Vice-President

A. G. CASSIN, Secretary

J. L. HAHN, Secretary

SCOTT COLEMAN, Assistant Secretary

A. W. TAYLOR, Local Secretary

Tested

- This organization during the last seventeen years has successfully passed through two great panics and two great depressions.
- Today this company, which ranked fourth among all stock casualty companies in automobile premiums in Illinois for the year 1931, is in its strongest position to furnish sound, stock company automobile protection at independent rates.

Illinois Agents:

Desirable territory open outside Cook County. It will pay you to investigate.

MOTOR VEHICLE CASUALTY COMPANY

223 W. Jackson Blvd., Chicago, Illinois

A STOCK AUTOMOBILE COMPANY

insurance company is the only cash market and Mr. Williams said that members should scrutinize their losses carefully. On those about which there is any question, he said, payment should be delayed to maturity in order that the impression may not prevail that insurance money is easy money. Losses questionable in their origin should be resisted to the fullest extent.

Multiplicity of Policies

Mr. Williams commended the committee on multiplicity of policies for the progress it has made. The plan is that at some time in the future the various special policies which have heretofore been issued by the companies will be discontinued and local agents will be furnished with but three types of policies. This will save much expense and will eliminate various special policies created only for competitive purposes, according to Mr. Williams.

Mr. Williams said that members should affiliate with and support, both individually and as organizations, the effort to control the spending proclivities and taxing tendencies of political bodies. The insurance business, he said, has long recognized and protested that taxes on premiums, beyond those required for proper supervisory activities, are attacks upon thrift and now is a good opportunity to convince the public at large and through them the legislators of that fact, he said.

Postage Charges

Since the passage of the new revenue bill advancing the cost of first-class postage from two cents to three cents, according to Mr. Williams, there has been an effort on the part of local agents to increase the charges made for postage above that provided in the rules. Members have been cautioned through the bulletin that postage charges permitted under the rules are part of the compensation rule and that allowances in excess of those permitted are a violation. The allowance of 5 cents per daily report is ample to pay the actual postage charges of the agent, as relating to his transactions with the company and it will be the purpose of the governing committee to enforce the rule, Mr. Williams said.

Mr. Williams recommended the consolidation of the committees on public relations, publicity and education and non-stock competition. He recommends that the new committee be enlarged to seven with power to add to their number.

Mr. Williams expressed confidence in the Insurance Executives Association and its president, Paul L. Haid. He said that the operations of the Interstate Underwriters Board appear to have been adjusted to meet the requirements and much confusion has been eliminated. The relations between the I. U. B. and the W. U. A. have been much improved.

It is generally admitted, Mr. Williams remarked, that the average rate level is too low. Before going to the public, however, for a larger premium, he said, the companies should be able to demonstrate beyond question that they are conducting their affairs economically and that no part of the premium is being wastefully or extravagantly used. The companies are not in a position to ask for more premium unless they can state and demonstrate that only a proper part of the premium is used for purposes other than protection.

Preparing for the Meeting of State Commissioners

DALLAS, TEX., Sept. 14. — Insurance Commissioner J. G. Read of Oklahoma, secretary National Convention of Insurance Commissioners, was here this week to meet with the Texas committee on general arrangements for the annual meeting. During the first two days, Oct. 17-18, meetings will be at the Baker hotel at Dallas, and Oct. 19-20 at the Buccaneer hotel, Galveston. At Gal-

Program Being Shaped For Michigan Agents Meeting

PERCY GOODWIN WILL SPEAK

Insurance Commissioner Livingston Will Have a Place on the List for an Address

Accident prevention, civic activities and premium financing will feature the program of the Michigan Association of Insurance Agents at the meeting in Flint, Sept. 28-29. The friendly and co-operative relations of the state insurance department and the Michigan agents will be presented by Commissioner Livingston. Past National President P. H. Goodwin will tell the members what the National association has done for the American agency and of the far reaching work that has yet to be accomplished.

G. C. Bickle, Grand Rapids, chairman of the local board committee, will submit suggestions for the extension of local board activities while the value to insurance men of appraisals of property values and fire hazards will be discussed by an American Appraisal Co. man.

Wm. R. McCaslin, Grand Rapids, will handle the problem of casualty and surety losses. Clyde B. Smith of Lansing will throw light on the much mooted question of compensation premium rates and commissions.

New angles on the terrible loss of life in avoidable accidents will be presented by Phil J. Braun, Flint; civic activities as a community duty will be treated by John P. Old, Sault Ste. Marie, and premium financing by two specialists in this line, Lee S. Garrick, vice-president of the Michigan Industrial Bank and Claude S. Fitzpatrick, president, Underwriters Acceptance Corporation.

veston will be the main entertainment features. The Texas State Fair will be in full swing during the convention period at Dallas so that the hotels are apt to be crowded. Addresses will be given by Commissioners Mitchell of California, Van Schaick of New York and Olsness of North Dakota. Commissioner Livingston of Michigan, as president, will give the presidential address and the welcome address will be given by Commissioner Tarver of Texas, first vice-president of the organization. A banquet and dance are scheduled at Dallas and an informal breakfast at Houston. Invitation has been issued to all persons going through St. Louis for a dinner given by the insurance fraternity in that city on Oct. 15.

Will Have St. Louis Dinner

H. P. Dunham, Connecticut commissioner and chairman of the transportation committee for the annual meeting of the National Convention of Insurance Commissioners, announces that there will be a dinner at the Park Plaza hotel at St. Louis the evening of Oct. 15 for all commissioners and camp followers who will be in the city at that time enroute to Dallas where the gathering will be held. The dinner will be under the auspices of Insurance Commissioner Thompson of Missouri and will be tendered complimentary by the insurance interests of the city. A special train will carry the commissioners' caravan to Dallas where it will arrive the evening of Oct. 16. The meeting will be held there Oct. 17-18. On the night of Oct. 18 the entire party will entrain, arriving the next morning at Houston where breakfast will be served with the compliments of the insurance fraternity of that city. Then the party will move on to Galveston where there will be entertainment Oct. 19-20. The final business session will be held there. Reservations on the special train out of St. Louis on to Galveston are being made through Colonel Dunham's office.

W. U. A. Men Have Eyes on Economy

(CONTINUED FROM PAGE 3)

owned or controlled adjustment bureaus, this without reflection upon the considerable number of capable and honorable independent adjusters. While appreciation was expressed over the extent of cooperation accorded by companies in the matter of claim settlements the desire was voiced that it might be still further extended to embrace small claims, those ranging from \$10 to \$100 each which constitute 8 percent in number of claims handled by the fire offices. Particular stress was laid upon the necessity for more sensible practice in dealing with hail damage claims. In connection with the loss situation generally companies were counseled to take advantage of the period of grace allowed in the policy contracts, when the amount involved is \$100 or more. A resolution was adopted prohibiting members on and after Oct. 1 from paying expenses for adjustments affected through agents or their employees in any territory where company controlled adjustment bureaus exist.

Sees Crisis Over

In the opinion of the governing committee the "depths of the financial depression" throughout the country was reached some months ago, and high satisfaction was expressed with the manner in which stock fire companies as a whole passed through the period.

With respect to the financing of premiums by outside companies the governing committee deemed it unwise to recommend a program until the attitude of the other sectional bodies of the country be ascertained; the desire being that whatever policy be pursued in such direction be uniform throughout the entire field. It was offered however that acceptance of endorsements or riders recognizing the interest of premium financing companies should be discouraged and agents instructed to that end.

Distinct progress in effecting the separation of local from general agency offices was effected by the general agency committee. The committee stated that if the same degree of help be accorded during the next six months the entire troublesome situation will have been cleared up.

A memorial on the late W. J. Dutton, formerly president of the Fireman's Fund, was presented by a committee of which S. M. Buck, western manager of the Fireman's Fund, is chairman.

Henceforward under a resolution adopted, a retiring president of the association, unless appointed to membership upon the governing committee shall automatically become a member of this body for the term next following his retirement. P. L. Haid president of the Insurance Executives Association, in attendance at the meeting was accorded all floor privileges.

Committee Mergers

Committees on public relations, publicity and education and on non-stock competition are to be consolidated. The governing committee is further empowered to effect such other committee mergers as might be deemed wise.

It was determined that commissions would be those governing the territory in which the property insured is located, regardless of the center in which the line may be placed.

To the governing committee was delegated enforcement of the commission rule in Milwaukee. While the association has no regulation governing brokerages the matter has assumed such proportions as to warrant adoption of a rule, and instructions were given the governing committee to prepare one and report at the annual meeting, which is to be held at Washington Hotel, Washington, D. C., April 11-12.

Means for enforcing collection of

agency balances, and the suggested assumption by the association of jurisdiction within its territory of all related lines save marine, supplied the chief topics considered at the final session. It was agreed that managers instruct their field men to cooperate fully with established agencies for getting in balances and that broad supervision of the effort be exercised by Manager C. F. Thomas.

Appreciating the great importance of extending line control the determination was to refer the entire subject to a special committee of five, of which the

president and chairman of the governing committee would be ex-officio members for further study and report at the annual meeting.

Massachusetts Society Slate

BOSTON, Sept. 14.—The Insurance Society of Massachusetts has placed in nomination the following officers to be voted upon at the annual meeting Oct. 6: For president, Harold A. McKenna, London Guarantee & Accident; first vice-president, Kenneth H. Erskine; second vice-president, Arthur J. Anderson; third vice-president, Arthur D.

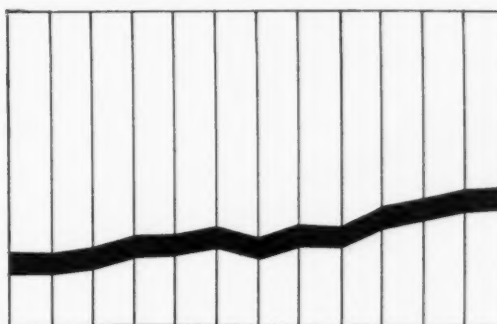
Cronin; secretary-treasurer, Frederick J. Devereux.

R. M. Nevins in Field

R. M. Nevins, assistant secretary of the Lincoln Fire in the Chicago Fire & Marine department of that company, is now traveling the New York state field for his company. George E. Haas, also an assistant secretary, has been traveling Indiana for some time.

General Manager W. E. Mallaleu of the National Board and Mrs. Mallaleu arrived home this week on the "Europa" from a trip abroad.

"Extra" policies can keep your sales curve climbing



Most of your clients know about ordinary fire policies on buildings and furniture. Business firms have a somewhat larger knowledge of contracts to their advantage, such as Use and Occupancy, Rent and Rental Value.

But there are many coverages of real value about which many property holders know little—policies that can be sold with comparatively small effort.

For example, consider Parcel Post Insurance. Here is a policy ideal for countless manufacturers and retailers. It *saves time and money*. If you haven't complete facts on both Coupon form and Open or Reporting form, let us give you the information at once.

Consider Windstorm Insurance. Agents in some states enjoy a good business on this line. But

all states are subject to storms in some degree. Property owners in all parts of the country are prospects for Windstorm Coverage ... and for Earthquake, Riot, and Explosion contracts.

How near are you to an airport? Don't overlook Aircraft Damage Insurance that pays losses for damage by falling aircraft or by material dropped from planes in flight. Tourist Floater—or Personal Effects insurance is economical and efficient protection for all people who travel.

Progressive agents are bolstering their volume by selling these "extra" policies to present customers. You, too, can profit from them. If you want more specific suggestions, our representative will be glad to call.

Agricultural
Insurance Company
of Watertown, N.Y.

offering all types of property insurance for industry or the home.

Washington Situation Has Some Difficult Problems

COMMITTEES IN CONFERENCE

Local Agents Desire Immediate Rerating of the State—Companies Continue to Lose Money

SAN FRANCISCO, Sept. 14.—Companies operating in Washington will meet later this week or early next to consider recommendations of the Washington advisory committee including revisions in rate levels following the committee's meeting in Seattle Sept. 6-7, attended by Edwin Parrish, chairman; W. W. Gilmore, vice-chairman; W. O. Wayman, G. K. Harris, H. L. Simpson and Geo. F. Guerraz, A. W. Whalley, Evert Lamping and W. E. Alair, representing the northwest territory. Representing Insurance Agents League of Washington were W. W. Miller, Yakima; R. J. Martin, Spokane and C. B. White, Seattle, president of the league.

Members of the special committee of the executive committee of the Pacific Board, including A. T. Bailey, J. C. Dornin, R. H. Griffith, E. T. Cairns and Edwin Parrish, met last week with the committee of agents in Washington to discuss general agency and local agency conditions. The same committee with A. L. Merritt replacing Mr. Parrish met with the special agents committee in Oregon. H. F. Badger, secretary Pacific Board, attended the meetings. Reports indicate disturbed agency conditions in the Pacific northwest as the main subject of these meetings.

VIEWPOINT OF THE AGENTS

SEATTLE, Sept. 14.—The Washington advisory committee of the Pacific Board has been in session during the week, the chief topic of discussion being the possibility of increasing the revenue from this state. During the last six years the stock companies have lost about \$15,000,000 on Washington business. The Washington Insurance Agents League has gone on record as being unalterably opposed to the removal of deviations and the adoption of the Woolley schedule at this time. It is stated that the adoption of this schedule will mean an increased premium income of about \$2,000,000 a year from the state, which he agents say would not carry the load, especially if the present loss ratio continues. A suggestion has come from the committee to the effect that the removal of deviations and the putting into effect of the Woolley schedule simultaneously in the various cities by classes would be the logical method to attack the problem.

Proposition Made by Agents

According to the King County Insurance Association officials it is estimated that it would take the bureau about three years to rerate all the cities. It is, therefore, apparent, say the agents that the companies cannot wait that long time for an increase. The agents have countered the company position with the proposition that surveyors be brought in from other cities on the Pacific Coast in sufficient numbers to rerate all Washington cities, which could be accomplished within a year's time. During the interim the agents feel that it would be feasible for the companies to withhold the removal of the deviations. The agents are of the opinion that the removal of the deviations without the immediate adoption of the Woolley schedule would result in a very substantial loss of business to non-cooperating companies. It is stated that the insurance department will not permit the removal of deviations from any one class of cities without removing from all.

The Farmers Alliance of McPherson, Kan., has been licensed in Oklahoma. Ed. M. Semans is general agent.

Son Asks Cover on Item Father Reported Stolen

An illustration of how the moral fiber weakens in adversity, to the loss of insurance companies, is related by a marine manager. A few months ago an insured claimed and received payment for the loss of a ring and other jewelry totaling \$279. Recently the insured died. Application for insurance from his son came through last week, listing for coverage the identical articles, which his father had reported stolen only a few months ago.

"Miss Philadelphia" Is Aide to "Miss Insurance" at Rally

PHILADELPHIA, Sept. 14.—Miss Marie Hofer of Henry W. Brown & Co. of Philadelphia will be Philadelphia hostess at the convention of the National Association of Insurance Agents and she will act as an aide to Mrs. C. S. Cason of Chattanooga, the "Miss Insurance," of the convention, who will be the official hostess. Miss Hofer being a Philadelphia woman naturally knows her Philadelphia and she will therefore be of real service to the women who attend the convention. She will be "Miss Philadelphia" at the convention.

The officers and members of the executive committee of the National association will be guests of Chairman W. J. Chase of the general convention committee at the Huntington Valley Country Club Sunday afternoon and evening. Mrs. Chase will at the same time act as hostess to the wives of the officials and committee members at the Chase home in Roslyn.

There will be a large crowd at Independence Square Tuesday morning to witness the historical demonstration of the reenactment of fire fighting during Benjamin Franklin's day by volunteer firemen. Mayor Moore of Philadelphia will appear at the banquet Tuesday evening to extend greetings. At the banquet Mrs. Cason, "Miss Insurance," will be introduced and awarded her prize, an engraved wrist watch. A half hour organ recital will precede the morning sessions given in the ballroom where the convention will be held.

H. C. Behnke of Columbus, O., special agent of the Northwestern National and Northwestern Underwriters in Ohio, has resigned.

Will Try to Locate the Historic Loss Point

A little more than 200 years ago, Philadelphia had its first big fire, a fire which has gone down in history as that of Fishbourne's Wharf. It was that fire, which for a time threatened the destruction of the city, which resulted a few years later in the formation by Benjamin Franklin of the first volunteer fire company in North America and today in the big, modern fire departments of the country. The committee in charge of the observance of the bicentennial of fire protection by the National Association of Insurance Agents has been peering over old maps of Philadelphia seeking to locate the exact spot where the fire took place. If it is successful before next Tuesday, the spot will be marked with exercises following the display in Independence Square for the National association visitors.

NEWS OF THE COMPANIES

Underwriting Plan Changed

National Implement Mutual Now Writes Its Business at Deviation from Bureau Rates

The National Implement Mutual of Owatonna, Minn., has changed its underwriting plans and now writes all business at deviations from regular bureau rates. Some classes have been terminated without dividend, and will not be written because of the high loss ratio. Heretofore, the company has written all its risks at tariff, paying dividends at expiration in all states except Illinois, Indiana, Iowa, Minnesota, North Dakota, South Dakota and Wisconsin. In these states the company has been writing on a local agency basis at 25 percent off on all classes except automobile insurance, which is written at 20 percent off. In all other states it has been operating only through general agents with a 25 percent dividend on all business written.

Two Illinois Mutuals Are Referred to Attorney General

The Illinois department has referred to the attorney general two mutuals for receivership action. The International Mutual Fire of 5 East Garfield boulevard, Chicago, did a statewide business but confined its operations largely to Chicago writing on the weekly payment or industrial plan. On Dec. 31 it reported \$13,976 assets and \$11,757 surplus. Its income last year was \$34,435 and disbursements \$39,512. It had premiums \$25,578 and losses \$1,256. James D. Lee is president.

The other company is the Mounds Standard Mutual Fire of Pulaski county. It is a farm mutual company.

Wildcat Invades the South

The Globe Underwriters of America with headquarters at Huron, S. D., is soliciting business largely through the south. The South Dakota department states that this wild cat institution is incorporated under the laws of the state, but it is not actively doing business in the state. The South Dakota department states that this concern is of the same brand as the Southwestern Underwriters and the National Underwriters.

Southern Fire's Figures

Owing to resemblance of names, the Southern Fire of New York was confused with the Southern Fire of Durham, N. C., in the Georgia semi-annual report. The Southern Fire of Durham has assets \$533,317, capital \$200,000, net surplus \$118,395. The Southern Fire of New York, as of June 30, had \$1,000,000 capital and net surplus \$443,784.

Semi-Annual Figures

Detroit National Fire—Assets \$621,197, premium reserve \$241,912, capital \$200,000, net surplus \$153,833, premiums for the first six months \$114,290, underwriting expenses \$63,129.

* * *

Springfield Fire & Marine—Assets \$27,845,641, premium reserve \$13,408,750, contingency reserve \$3,400,000, net surplus \$3,535,808. The premiums for the first six months were \$6,370,592, losses \$3,709,888, underwriting expenses \$3,307,082. Its incurred loss ratio was 59.3 and expense ratio 48.5. Its interest on investments was \$638,715.

* * *

Ohio Farmers—Assets \$4,337,711, premium reserve \$2,918,386, voluntary reserve \$100,000, net surplus \$1,057,734, loss reserve \$255,567.

W. N. Haines

W. N. Haines of Indianapolis, state agent of the Northwestern F. & M. and Twin City Fire in Indiana, takes Illinois outside of Cook county. State Agent C. D. Mackenzie of Chicago, who has been handling Illinois, will have charge of Cook county, Michigan and St. Louis.

W. C. Skinner

W. Carr Skinner, formerly state agent for Corroon & Reynolds in Kentucky, and at one time special agent for the Westchester, has recently gone with the Marmor Insurance Agency, Louisville.

General agency with strong following needs additional capacity for fire, liability and allied lines including hail on growing crops. Experienced field men. Favorable loss experience. If interested in increasing premium income from good business, address W-74, care The National Underwriter, Chicago.

Minnesota general agency established 20 years ago and recently acquired by present owners wants to obtain general agency for one fire and one multiple line casualty company. Set-up will bear closest scrutiny. Address W-76, The National Underwriter, Chicago.

ESTIMATING TABLES

June—1932—Edition

The eighth edition of the Cochran Estimating Tables, used by agents for quick valuation of BUILDINGS, is now ready for distribution. Decline of construction costs makes necessary the use of these up to date tables.

Pocket size, easy and convenient to use. Prices: \$2.00 each; 10 to 49, \$1.50 each; 50 or more, \$1.00 each.

H. A. Cochran Estate
5028 Oberlin Avenue,
Cincinnati, Ohio.

June 30 Fire Statement Figures

(As Filed with Georgia Insurance Department)

Company—	Capital	Assets	Surplus	6 Mos. Income	6 Mos. Disburs.
American Equitable	1,000,000	10,871,085	3,995,679	2,571,879	2,991,044
British General*	1,000,000	1,278,787	107,695	269,860	303,978
Commercial Union, Eng.*	1,000,000	14,094,391	3,164,156	4,037,053	3,971,032
Franklin National	1,000,000	2,666,711	700,371	327,759	348,748
Globe & Republic	1,000,000	7,119,085	2,373,790	1,655,220	1,889,679
Mechanics & Traders	1,000,000	4,076,083	1,166,980	671,440	716,177
Merchants & Manufacturers	1,000,000	4,104,045	975,413	848,079	960,769
National Fire, Ct.	5,000,000	42,108,623	10,394,177	8,547,355	9,852,758
National Union	2,750,000	13,636,122	927,669	3,075,292	4,959,374
Northwestern Fire & M.	1,000,000	2,734,930	540,400	391,764	435,478
Potomac	500,000	3,396,483	896,176	790,250	922,708
Transcontinental	1,600,000	2,810,718	774,678	322,803	351,475
Twin City Fire	500,000	1,329,557	364,396	175,423	162,378
Union Assurance, Eng.*	1,000,000	2,848,179	207,854	680,988	782,093
Union of Paris	1,000,000	1,477,633	209,231	465,206	564,999
World Fire & M.	1,000,000	4,038,449	1,677,764	641,256	665,065

*Voluntary contingency reserves: Brit. Gen., \$153,095; Com. Un., \$2,274,531; Union Assur., \$654,123.

Mutuals

National Retailers	\$ 1,087,616	\$ 304,274	\$ 579,559	\$ 545,192
Ohio Hardware	537,047	132,977	281,207	373,110

VIEWED FROM NEW YORK

By GEORGE A. WATSON

SPECULATION AS TO CHAIRMAN

There is considerable speculation as to who will be elected chairman of the executive committee of the National Association of Insurance Agents at its forthcoming Philadelphia convention. Charles L. Gandy of Birmingham, present executive committee head, will doubtless be elevated to the presidency following precedent. The chairmanship is the road to the chief executive's chair. The man chosen for the position has had some training on the executive committee or been chairman of the finance committee. Many of the agency leaders feel that Edwin J. Cole, Fall River, Mass., chairman of the finance committee, is the logical candidate. With Mr. Gandy residing in the south, that would bring one executive near the New York headquarters. He is well liked and abundantly qualified. G. Mabry Seay of Dallas, member of the executive committee, is spoken of for the position and he has many attributes to fit him for it. If he does not start up the ladder this time he can be regarded as a possibility in the future. Thomas S. Ridge, Jr., of Kansas City, another active, energetic and useful executive committeeman, is also mentioned. Being from the west, he probably would have a better chance of getting the position than Mr. Seay, inasmuch as the latter, like Mr. Gandy, comes from the south.

George W. Carter of Detroit, who has been one of the most forceful and efficient members of the executive committee, has a strong following but Mr. Carter has always taken the position that he can accomplish more as a member of the committee than holding some higher office. He has given much time and thought to the National association, is a big producer of business, but has no ambition to go up higher.

KLINKO IN LIFE FIELD

A. A. Klinko, who will retire Sept. 15 as publicity manager for the Corroon & Reynolds group of fire companies after three years' service, will join the Keane-Patterson general agency of the Massachusetts Mutual Life in New York City as a solicitor. Prior to his connection with Corroon & Reynolds Mr. Klinko was for a number of years assistant secretary of the National Association of Insurance Agents and for some time served as editor and advertising manager of the "American Agency Bulletin." He has a fine knowledge of the fundamentals of insurance, an extended acquaintance with underwriters and proven selling ability.

DIFFERENCE IS EXPLAINED

C. W. Pierce, vice-president of the America Fore companies, has gotten out a booklet explaining the difference between stock and mutual fire companies. He states in the preface that a mutual company has no stockholders and hence no capital investment behind it. All financial risks of a complicated and hazardous business, he said, are assumed in their entirety by its policyholders. He declares that close to 90 percent of the property values of the United States and Canada are carried by stock companies.

Concerning the relationship of agents to the business, Mr. Pierce asserts it to be the duty of local representatives to advise with their clients as to the nature and completeness of the protection and to see that all contracts are properly drawn and the indemnity secured in soundly managed institutions. As to the important place occupied by insurance in the business world Mr. Pierce states that "it forms the very backbone of our nation's industrial and business credit structure. Without insurance, our complicated business systems of today could not function. For example, without insurance buildings would not be erected,

as loans could not be protected; credits would not be extended and business generally could not be conducted; ships with valuable cargoes would not leave their piers and commercial aviation could not be developed."

WASHINGTON GETS CUP

The National Association of Insurance Agents reports that the Washington Insurance Agents League with an increase of 64 percent secures the membership cup for the year ending Aug. 31. The Iowa Association of Insurance Agents with an increase of 26 percent is second. Washington at the beginning of the year had 152 and now has 250. Iowa closed the year with 311, an increase of 108. The Wyoming association was not eligible for this year's contest because it was organized during the year and increased its membership from 9 to 22. During the year 1,726 new members were added to the state roll and 22 percent were reinstated. The five-year program would have been carried out so

far as increase in membership was concerned had not the lapses been so great on account of the depression. Following are the states that showed a percentage above the quota: Louisiana, 69 percent; Texas, 66; Utah, 57; Washington, 52; South Dakota, 50; California, 42; Vermont, 21; Iowa, 7.

Bridges Visits Indiana Pond

L. M. Bridges of Omaha, grand supervisor of the Blue Goose, is spending a brief vacation at his boyhood home in Greenfield, Ind. On Monday he met with the officers of the Indiana pond at Indianapolis and some of the past most loyal ganders who were hurriedly called together at luncheon. Mr. Bridges, who has a real vision of what the Blue Goose organization stands for and of its possibilities for good if more fully developed, gave some of the high lights of the grand nest meeting held in Chicago last week. He gave a number of suggestions from the experience of the Nebraska pond of which he is a member and which is one of the most successful ponds in the country, which will probably be followed by the Indiana pond. He made a very favorable impression on the Indiana ganders whom he met. He

Gustetter, 50-Year Man in Employ of Phoenix

F. C. Gustetter, secretary Phoenix of Hartford, and Equitable Fire & Marine is celebrating his fiftieth anniversary in the employ of the Phoenix. Born in Cincinnati in 1866, Mr. Gustetter began his insurance career Sept. 11, 1882 in the Cincinnati office of the Phoenix under Manager H. M. Magill. After a brief apprenticeship in Cincinnati and as special agent in Minnesota and North Dakota, Mr. Gustetter was called to the home office and made agency superintendent of the western field. In 1916 he was elected assistant secretary and in 1923 advanced to secretary. His many friends are felicitating him on his splendid career with a flood of complimentary business at present amounting to over \$100,000 in premiums.

is Nebraska state agent of the Home and with his wife will motor to Omaha at the end of this week.

National Underwriter Calendars are the best form of insurance advertising! Write for details.



By Demonstration
or
**How to Impart
THE PUNCH**
**THAT PAVES THE WAY
TO PREMIUMS**

SKILL and an efficient technique are acquired only by much practice. As constant punching a bag develops the skill of a fighter, so continual practice in selling develops the technique of a big producer. Teaches him the punches that hit home . . . "Springfield Group" sales broadsides on various coverages are prepared to assist local insurance agents in perfecting a sales punch. They contain up-to-the-minute, stimulating suggestions which are practical . . . If you are interested in increasing your business, it will pay you to ask the "Springfield Group" how to impart the punches that pave the way to premiums. Write us today!

THE SPRINGFIELD GROUP OF FIRE INSURANCE COMPANIES

SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY

Chartered 1849 Cash Capital, \$5,000,000.00

SPRINGFIELD, MASSACHUSETTS

GEORGE O. BULKLEY, President

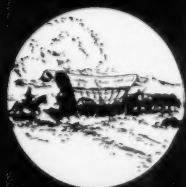
Harding & Lininger, Mgrs., Chicago. John C. Dornin, Mgr., San Francisco. W. E. Finley, Mgr., Montreal

CONSTITUTION DEPARTMENT, Springfield, Massachusetts

SENTINEL FIRE INSURANCE COMPANY, Springfield, Massachusetts

MICHIGAN FIRE & MARINE INSURANCE COMPANY, Detroit, Michigan

NEW ENGLAND FIRE INSURANCE COMPANY, Pittsfield, Massachusetts



Specify Stock Fire Insurance

CHICAGO NEWS

WESTERN BUREAU MEETING

The semi-annual meeting of the Western Insurance Bureau will be held at Briarcliff, N. Y., Oct. 4-6.

RESIGN AS CLASS 1 MEMBERS

J. G. Hodgkinson and B. F. Walker of the now dissolved firm of Hodgkinson & Durfee have resigned their class 1 memberships in the Chicago Board.

TWO AGENCIES JOIN HANDS

The old time Chicago agencies of Herrick, Auerbach & Vastine and Klee, Rogers, Loeb & Wolff are to cooperate under the name of the Associated Agencies, the two firms being located in the present offices of Klee, Rogers, Loeb & Wolff. The two firms are to maintain their identity as producing organizations but the office mechanics will be combined, thus introducing many economies. In the first named firm the partners are Benj. Auerbach and Sedgwick S. Vastine. The partners in the other agency are B. F. Rogers, James I. Loeb, L. C. Brodribb and Allan I. Wolff.

The members of the two organizations are prominent in the business and highly regarded. Mr. Auerbach started in the business in 1874 and became a member of the old general and local agency firm of Pellet & Hunter. He served the Western Insurance Bureau in an official capacity for many years. He and Mr. Vastine have been together for some 46 years.

Mr. Vastine started in the fire business with A. H. Darrow in 1883 and became associated with Pellet & Hunter in 1886. He has been a member of his firm since 1910.

Mr. Rogers started in the business in the general office of the Phenix of Brooklyn in 1878. He has been a member of his present firm since 1902. Mr. Rogers has been prominent in civic affairs. He was twice appointed a member of the Chicago Board of Education. He served as vice-president of the Chicago Board, he has been president of the Chicago Local Agents Club and was the first president of the Chicago Board of Local Improvements.

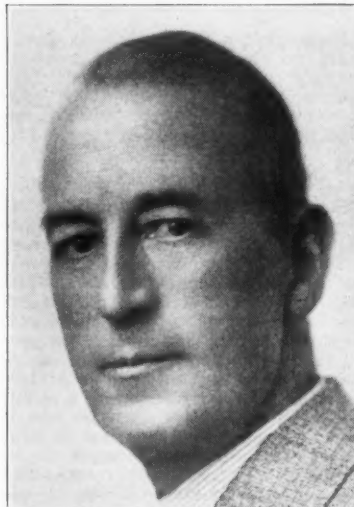
Mr. Loeb entered the employ of A. Loeb & Son in 1892 and has been a member of his present firm since 1916. He has been a prominent figure in local circles for many years.

Mr. Wolff is prominent in the National Association of Insurance Agents, being a member of the executive com-

On Blue Goose Grand Nest



S. A. MEHORTER, Newark, N. J.
Grand Custodian



H. B. LEUTY, Vancouver, B. C.
Grand Keeper

mittee. He is a former president of the Chicago Board.

Mr. Brodribb was associated with the late Nathan Klee for some 30 years.

INTEREST IN W. U. A. MOVE

Although President Walter D. Williams of the Western Underwriters Association in his address before that organization at Manchester, N. H., did not specify the collateral lines he felt should be placed under the supervision of the W. U. A. in order to save expense, insurance men will recognize what organizations are affected by the recommendation. There is the Farm Underwriters Association, Sprinkler Leakage Conference, Explosion Conference, Western Hail Association. Whether Mr. Williams was thinking of the western department of the National Automobile Underwriters Association, is uncertain. About two years ago, the W. U. A. adopted a resolution to have its governing committee take occasional action in connection with automobile affairs, but there has been little done in that direction. The only collateral line that Mr. Williams excepted in his recommendation was marine.

NELSON ADDRESSES EXAMINERS

There is nothing new under the sun, and it is far wiser in attacking problems

in fire insurance to survey the situation carefully and bring to bear machinery already in existence, than to seek some new, strange solution and build new machinery. R. T. Nelson, assistant to the manager of the Chicago Board, told the Chicago Association of Fire Insurance Examiners at the first fall meeting this week. Mr. Nelson said too often it appears problems have been worked out backwards, a conclusion being drawn first and then an attempt made to reconcile it with conditions.

He cited the credit problem in fire insurance as one in which, definitely, existing agencies had been ignored, when the solution employed for many years by general business lay right at hand. He said there is much moaning in fire insurance about bad credit conditions, agency balances, etc., yet fire insurance never has employed credit facilities available in any general credit association. Such associations have interchange of information on bad credit risks on a comprehensive scale. They have adjustment bureaus which take over estates of creditors and handle them to the best interests of creditors. There is a collection division and also various groups which meet periodically to discuss the problems inherent in their own business. A business service department is another feature. Mr. Nelson said all these facili-

ties are at hand, and yet fire insurance continues to bemoan bad credits and "does nothing."

* * *

INSURANCE COLUMN STARTED

The Chicago "Daily News" has started an insurance column apparently designed to discuss in popular style some of the coverages and aimed at public consumption rather than being restricted to the trade. Dempster McMurphy, who was recently connected with the publicity department of the Middle West Utilities Company, and has been in publicity work for several years, is the editor.

* * *

The Chicago Insurance Club will hold its fall outing Sept. 16 at the Acacia County Club.

Knight Taking Iowa State

Home of New York Illinois State Agent Adds Another Member to His Supervision

A. H. Knight of Chicago, state agent of the Home of New York group in Illinois, has taken over the Iowa State Underwriters for Illinois. The Home of New York purchased the old Iowa State of Keokuk and continued its plant with the Iowa State Underwriters. Carl Lang of Keokuk, who has been state agent of the Iowa State, handling both farm and commercial business, will hereafter be special agent of the Home group under State Agent Knight, retaining his headquarters at Keokuk. The farm department of the Iowa State Underwriters has been transferred to the farm department of the Home of New York in Chicago under Manager F. H. Cornell.

Col. Burpee, Vice-President New Hampshire Fire, Dies

Col. W. B. Burpee, vice-president of the New Hampshire Fire, died Monday after being in poor health for some time. Funeral services were held at Manchester, N. H., Wednesday. He was 68 years old.

Col. Burpee entered the service of the New Hampshire in 1884 and was in the field for some years. He was chairman of the executive committee of the New England Insurance Exchange in 1904 and 1905 and in 1905 was elected assistant secretary of the company, secretary in 1909 and vice-president in 1928. He was also vice president of the Granite State Fire. Col. Burpee received his military title as a member of the staff of a former governor of the state.

TO ALL AGENTS:-

The Fire Association - Victory - Reliance Group of Companies extends a cordial invitation to visit them during the 37th Annual Convention of the National Association of Insurance Agents, to be held in Philadelphia September 20th to September 23rd.

HOME OFFICE
Fourth and Walnut Streets
Telephone Lombard 3727

O. E. Lane
President



Blue Goose Election Peaceful, Toronto in 1933

(CONTINUED FROM PAGE 5)

Leonard Gittleton of the Quebec pond said that placing the insurance is a matter of salesmanship and not a rate cutting question. The difference in cost between the group cover and individual term insurance amounts to between 25 cents to \$2 per \$1,000. The younger men pay about \$5 higher than their rating justifies, while the older men pay less.

L. C. Thoelecke of the North America in Nebraska said many young men feel they don't have responsibilities necessitating the taking out of insurance. These young men, he declared, should be good sportsmen and buy insurance for the welfare of the Blue Goose. He suggested that young men be put on the insurance committee.

W. T. Benallack of Michigan suggested that an agent for the Lincoln National Life be assigned to solicit Blue Goose members to take out the group cover.

D. H. Painter of St. Louis asked about the provision for conversion and about the disability feature of the group contract. C. P. Helliwell responded that insurance may be converted to any form other than term. The disability feature provides that payments may be made for total and permanent disability up to the face amount of the contract. There is one disability claim being paid now at the rate of \$211 a month.

Harvey Girard Speaks

Harvey Girard of Milwaukee said that those opposing the Blue Goose cover could be silenced if there were greater turnouts at the pond meetings, so the various advantages of the insurance cover could be brought out.

There was much discussion of the proposal of an amendment to the by-laws to give greater power to the insurance committee, which was reported by Paul E. Rudd of Milwaukee. The amendment was finally adopted. It provides that the insurance committee shall be composed of seven members, five to be appointed for one, two, three, four and five years, respectively, and the other two to consist of the most loyal grand gander and the grand welder. The insurance secretary, who is C. P. Helliwell, is appointed by the committee. The committee is given power to formulate and enforce rules guiding the secretary of the committee, to have jurisdiction over all insurance rules and act in controversies, all subject to the approval of the executive committee of the grand nest.

In reading the report on Mr. Fellers' address as most loyal grand gander, Mr. Benallack commended Mr. Fellers' appeal to the younger men to take out life insurance. He referred to the communication from the wives of Wisconsin ganders, requesting that a women's auxiliary be set up, stating that there was no objection to the women in the various states forming such an organization, but there was no provision in the by-laws of the grand nest for setting up such an auxiliary on a national scale. He commended Mr. Fellers' suggestion that a pond should be established at Hartford. He expressed doubt whether the grand nest should dictate how the officers should be divided in respect to regional representation. Mr. Fellers had recalled the proposal to have each of the underwriting jurisdictions in the United States and the Canadian jurisdiction be represented by a grand nest officer. This subject came up for discussion later and it was voted that the incoming administration should appoint a committee of five to consider the problem and report next year. The question of reassembling the constitution and by-laws in more logical and convenient manner was referred to the committee on constitution and by-laws.

Clarence Bean of the Heart of America pond suggested that in giving the reports of the individual ponds, a process which requires several hours at the

grand nest meeting, the statistical material be dispensed with and that only the more interesting features be reported. This proposal was voted down, after Mr. Fellers expressed great opposition.

Ralph Hukill of Ohio asked the privilege of the floor for Bernard Flood, welder of the Ohio pond, who brought up the problem of membership in the Blue Goose of state fire marshals and insurance commissioners. He said that most of these men, being political officers, take only a temporary interest in the Blue Goose and as a rule do not buy the insurance or pay the dues.

Mr. Flood suggested that possibly men of this status might be made associate members. J. R. Knowlan of Philadelphia pointed out that in some states the insurance commissioner, such as Livingston of Michigan, is an insurance man and so would be entitled to full membership. At the suggestion of Mr. Hukill the question was referred to the jurisprudence committee.

At the instance of Mr. Bridges, there was discussion of how much time a combination fire and casualty man should devote to fire insurance in order to be qualified for membership in the Blue Goose. Discussion developed that there is a variety of practice in the ponds. In Canada, where one company may write both casualty and fire, there is not a great distinction. In other ponds the rule is that a man must spend 50 percent of his time on fire insurance. The consensus seemed to be that it was a matter of individual judgment. There was a hot fight at last year's grand nest meeting about whether casualty men should be admitted to the order, that proposal being voted down.

P. J. V. McKian of Chicago, reporting as chairman of the educational committee, told about the monthly educational meetings which were held by the Illinois pond last winter. He said that similar meetings are held each week in San Francisco. He appealed for greater interest in this work.

There were short reports from the ritual, regalia and jurisprudence committees. Mr. Helliwell reported that the total assets of the order as of Sept. 3 were \$9,117. He suggested that in the future the fiscal year of the grand nest should be as of July 1.

Greetings from Mallalieu

Mr. Mehorter read a telegram of greeting from W. E. Mallalieu, general manager of the National Board and past most loyal grand gander, who had just landed in New York from a trip to Europe. A welcoming reply was sent.

In his speech of acceptance as the new most loyal grand gander, Mr. McKinley said that the membership of the order at present is only 628 greater than in 1928. This is not sufficient progress even considering the hard times, he said. The loss experience under the life insurance cover, according to Mr. McKinley, would indicate that there must be improvement in the risk or the cover will be canceled.

The new officers were installed by Mr. Benallack. The Chicago meeting was the 25th grand nest session which he had attended. Twenty years ago in the same hotel room in Chicago he presided as most loyal grand gander.

Frank Snyder of Louisville, who was most loyal grand gander in 1918, was introduced by Verne Myers and spoke briefly.

Arthur J. Hughes of Rochester, N. Y., again presided at the unusual memorial service, which he instituted last year. The names of the ganders who died during the year were projected on the screen and the picture of the late Walter E. Atwater of Milwaukee, who was one of the founders of the Blue Goose, was shown.

An interesting fact is that all of the grand nest officers are now company men. There are no adjusters on the roll, as there have been in the past. Mr. Fellers is an adjuster, as was his immediate predecessor in office, Henry L. Rose of Baltimore.

WHY NOT MAKE NEW CALLS ON OLD CUSTOMERS?

It is surprising how important new calls on old customers can be!

By new calls, we mean making regular constructive contacts with old customers, and making frequent studies of their insurance requirements and consequent recommendations.

Your customers appreciate this service—and it is the one most important factor in building business.

The agency experience known to the executives of The Kansas City Fire & Marine Insurance Company is always at the disposal of our agents and we will be only too glad to help you serve your customers. Call on us.

Organized and managed by R. B. Jones & Sons Inc., Kansas City, Chicago

Kansas City Fire and Marine Insurance Company

Chicago, Ill.
Insurance Exchange

Kansas City, Mo.
Federal Reserve Bank Bldg.

C

HOTEL CORNHUSKER
LINCOLN NEBRASKA

300 ROOMS
\$1.50 to \$6.00
Every room with
Circulating Ice-water

Ideal Convention Facilities
Ball Room Seating 800

Coffee Shop Main Dining Room
Pastry Shop

The
BLACKSTONE
HOTEL
36th and Farnum St.
OMAHA

Hotel rooms at \$3- also
luxurious detached homes
of one to six rooms...

"UNDER SCHIMMEL DIRECTION"




THE NATIONAL UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati, and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary; HOWARD J. BURRIDGE, Vice-President and General Manager; W. A. SCANLON, GEORGE C. ROEDING and O. E. SCHWARTZ, Associate Managers

C. M. CARTWRIGHT, Managing Editor
LEVERING CARTWRIGHT, Asst. Managing Editor
FRANK A. POST, Associate Editor
CHARLES D. SPENCER, Associate Editor
DALE R. SCHILLING, Associate Editor

PUBLICATION OFFICE, 41946 Insurance Exchange, CHICAGO. Telephone Wabash 2704
CINCINNATI OFFICE, 420 E. Fourth St., Tel. Parkway 2140. RALPH E. RICHMAN, Manager
ABNER THORP, JR., Director Life Insurance Service Dept.

NEW YORK OFFICE
803-123 William St., Tel. Beekman 3-3958

EDITORIAL DEPT.
GEORGE A. WATSON, Associate Editor
R. B. MITCHELL, Assistant Editor

BUSINESS DEPT.
NORA VINCENT PAUL, Vice-President
W. J. SMYTH, Resident Manager
ALBERT S. CUTLER, Manager Industrial Dept.

NEW ENGLAND OFFICE—BOSTON
225-80 Federal St., Tel. Hubbard 3335
J. M. DEMPSEY, Resident Manager

DALLAS OFFICE: 905 Southwestern Life Bldg., Tel. 2-6065; R. J. McGEHEAN, Resident Manager

Entered as Second-class Matter April 28, 1928, at Post Office at Chicago, Ill., Under Act, March 3, 1879

Subscription Price \$4.00 a year; in Canada, \$6.50 a year. Single Copies 20 cents.
In Combination with Life Insurance Edition, \$5.50 a year; Canada \$10.50



Move in Right Direction

It is to be hoped that local agents the country over will study the plan that has been inaugurated by the OHIO INSPECTION BUREAU, which was published in last week's issue, whereby payment of refunds on policies in force for so-called improvements of rather insignificant nature are prohibited. An agent writes a policy and it should remain without disturbance unless there is some very material change. Suppose, for example, an agent finds that he can get a small reduction by having "No Smoking" signs tacked around, or a few extinguishers, or some little change made. Immediately the policy is canceled prorata and rewritten at the new rate in order that the assured may get the benefit. This practice has caused much expense and unnecessary trouble, both to agents and companies. Seemingly insurance men as soon as a policy is written have studied means whereby they can get a rebate for the assured. This is not the practice in other lines of activity. A man may go to an investment house and put in an order for stock at \$60. The next day the market may be down to \$55, yet he does not get the benefit of the lower rate. He buys a suit of clothes and that price sticks. The same course should be followed by insurance unless there is some change of an exceedingly material nature. If there is a decided reduction in rate then the as-

sured could have the policy canceled short rate and even at that get a substantial benefit.

Those who are sponsoring the movement in Ohio desired to have an absolute prohibition against any refund on a policy until expiration. There was some opposition to a wide open rule, so a compromise was reached. Perhaps this is as far as the authorities will agree to at this time, but the step is a logical one and should be followed.

One of the worst features of the refund practice has been the artificial stimulation of competition whereby an astute agent would go to some assured not on his books, suggest some small improvement whereby he could get a reduced rate and then endeavor to have him switch all of his insurance because of the service rendered. Some of the larger agencies have maintained engineering forces chiefly to study rate makeups and see what suggestions could be made in the way of improvements in order to get a lower rate. If such were found, a revised rate would be promulgated and the assured would get the benefit at once. If the Ohio plan is followed, much of this sort of thing will be eliminated. It will mean less expense to agents and companies. In these days when we are studying costs and economies, the business should give its approval to this Ohio plan.

Hard to Get Executive Speakers

Nor the least of the difficulties of those charged with preparing programs for the state agency conventions is in securing company executives of first rank as speakers. Men of the desired

type find their time pretty fully occupied in attending to the immediate affairs of their own offices, and serving on committees of the numerous national and sectional governing organizations.

PERSONAL SIDE OF BUSINESS

John T. Harding last week completed 20 years' service with the Millers National of Chicago. He was receiving felicitations from many friends at the Blue Goose grand nest meeting in Chicago on this occasion. He is immediate past most loyal gander of the Illinois pond and was a delegate to the grand nest meeting.

Thrasher Hall, well known adjuster in Chicago, who is confined to his home on account of disability and has not been able to get around for a long time, celebrated his 72nd birthday anniversary this week. Mr. Hall contributed much to the literature of losses and adjusting. He was regarded as an authority on loss subjects. He resides at 4149 Wellington avenue in Chicago.

P. J. V. McKian, the silver tongued and indefatigable orator of the Blue Goose, rang up a new record for speech making at the grand nest meeting in Chicago. In the two day sessions and at the banquet Mr. McKian was heard in denunciation, in praise, in announcing, seconding, making motions, etc., some 46 times. Early in the session, W. F. C. Fellers, the retiring most loyal grand gander, requested that the ganders, in rising to speak, give their names and their pond affiliation. Frank L. Britten, who is Democratic candidate for insurance commissioner in Kansas, suggested that an exception be made in the case of Mr. McKian, who, he said, would be on his feet so often that great saving in time could be made if the requirement of giving name and pond were waived for him. Mr. McKian also created a sensation by appearing in a war time silk shirt of hue that beggars description. He was requested to remove his coat.

Albert Eldredge, well known local agent at Paris, Ill., is at the Mayo Clinic, Rochester, Minn., receiving treatment for a sinus infection. During the past year he has had sinus and throat trouble and has been under continuous treatment. He has had a number of operations in an endeavor to get relief.

H. B. Leuty, the new grand keeper of the Blue Goose, is located at Vancouver and is provincial manager for the Atlas and Essex & Suffolk Equitable. He has held that position for 11 years. Before that he was connected with the general agency of Richards, Akroid & Gall of Vancouver. He has been a Blue Goose member for 15 years. He is a past most loyal gander of the British Columbia pond and he has been a delegate to the grand nest meeting in previous years. He was the winner of the golf cup at the Rapid City grand nest flight in 1930.

R. H. Cooper of Columbus, O., special agent of the Hartford and Citizens, underwent an operation in a hospital there last week.

J. B. Levison, president of the Fireman's Fund group, is on his regular autumn trip to the east, where he will visit departmental offices of his companies in New York. Mr. Levison also plans to attend the annual convention of the National Association of Insurance Agents in Philadelphia.

While visiting in Atlantic City, A. F. O'Daniel, 56, vice-president and director

Hence most are reluctant to take on the additional burden of preparing set speeches. Fortunate then are the associations that can induce men of the desired stamp to appear upon their programs, particularly during these days when the harassments of the executive office are more grievous than ever.

of the Allemannia, died suddenly. He had been afflicted with heart trouble for about a year.

Mr. O'Daniel was born in Philadelphia and started in the insurance business with the old Delaware of Philadelphia in 1894. In 1903 he became district secretary of the middle department at Allentown, Pa. Later he served for 10 years as special agent in Pennsylvania for the Fidelity-Phenix and Philadelphia Underwriters.

Subsequently he joined the home office of the City of Sunbury and was appointed secretary. He advanced to vice-president and secretary and was practically in charge of its operations until it was merged with the Allemannia in 1930.

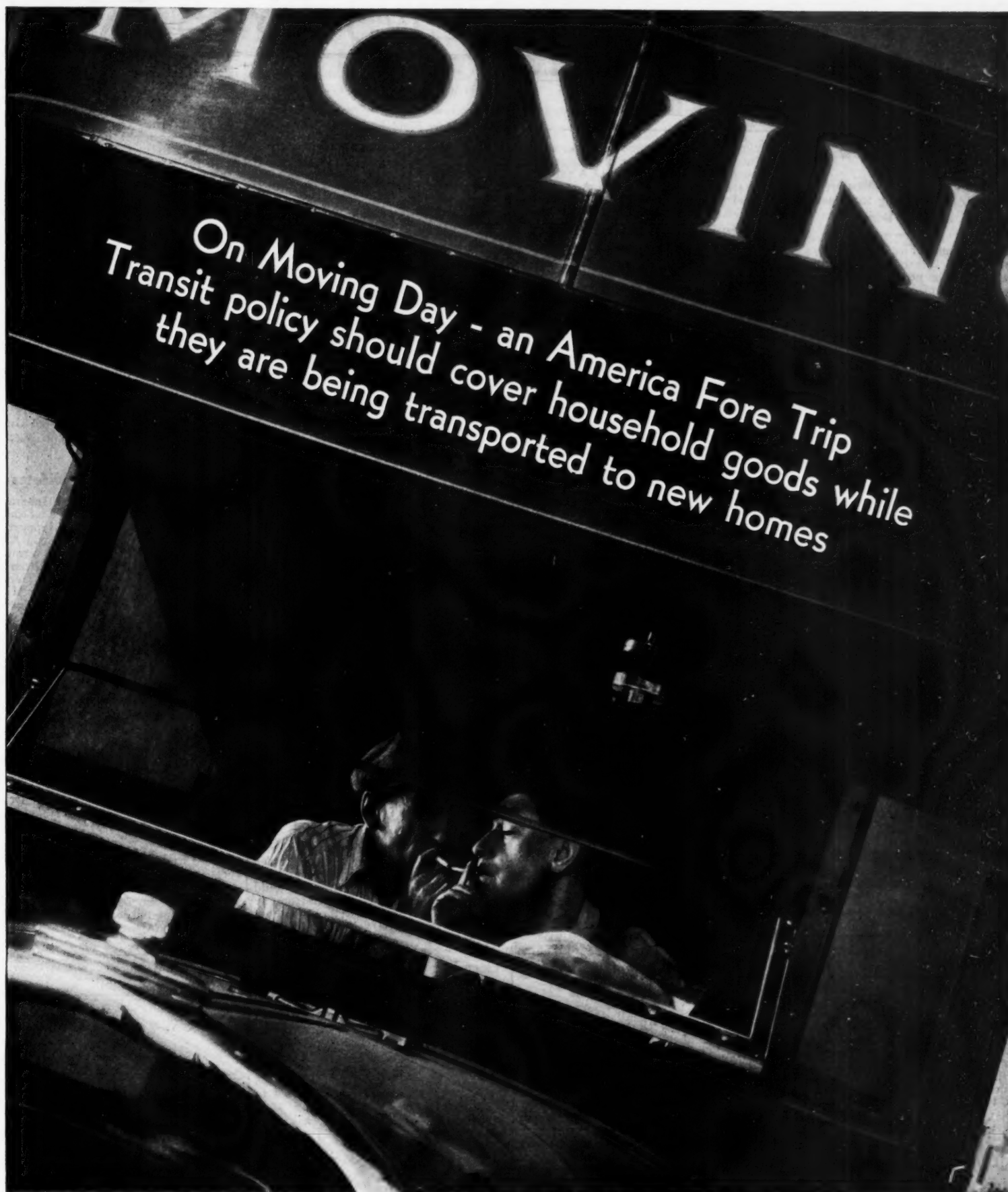
Charles F. Wilson of Fitchburg, Mass., who served as chairman of the finance committee of the National Association of Insurance Agents for six years, died at his home last week after a long illness. He served as president of the Massachusetts Association of Insurance Agents and was at one time chairman of the New England advisory board. His son, K. H. Wilson, succeeds to the agency.

When George P. Kessberger of Detroit attended the meeting of the grand nest of the Blue Goose in Chicago last week he appeared to be in a particularly jubilant mood. Accompanying him was his daughter and his new wife. Mr. Kessberger and Mrs. Nina Warden St. John were married in Detroit Wednesday of last week and went to Chicago on their honeymoon. Mr. Kessberger is adjuster in southeast Michigan for the Hartford and Citizens. He is a veteran field man and formerly was state agent of the Citizens in Ohio and Michigan. Mr. and Mrs. Kessberger will be at home at 814 Burlingame avenue in Detroit.

J. M. Macconel, manager of the insurance department of American Factors, Ltd., of Honolulu, is making a tour of the United States visiting the various companies represented by American Factors in the Hawaiian Islands, including the Hartford Fire and Hartford Accident, Home, North America, Fire Association and Missouri State Life. American Factors, which does a business in the islands of about \$850,000 in premiums annually, is the successor in the insurance business to the German firm of H. Hackfeld & Co., which went out of business during the war. Mr. Macconel started his insurance career in Glasgow, Scotland, with the London & Lancashire but went to Honolulu in 1906. He states that it is more expensive to transact the insurance business in the islands than in the United States and that most of the business is on the island on which Honolulu is situated, although American Factors maintains agencies on all the other islands. The various communities are very much alive and up to date and the insurance business is conducted very much as it is in the United States.

Rosse Case of Marion, Kan., president of the Kansas Association of Insurance Agents, will not be able to attend the Kansas meeting this year owing to his disability. He is able to get back to his office a little while each day but he is going to take life easy for the next six months. He will be missed at the forthcoming meeting at Salina, Oct. 13-14.

W. R. ("Billy") Booth, prominent local agent of Everett, Wash., died at his home at the age of 72. He was connected with the long-established firm of Hudson, Booth & Baldwin. He was one of the founders of the Insurance Agents' League of Washington, and a member of its executive committee since foundation.



On Moving Day - an America Fore Trip
Transit policy should cover household goods while
they are being transported to new homes

The AMERICA FORE GROUP of Insurance Companies

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY

FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE

Eighty Maiden Lane,

THE FIDELITY AND CASUALTY COMPANY

New York, N.Y.

ERNEST STURM, Chairman of the Board
BERNARD M. CULVER, President
ERNEST STURM, Chairman of the Board
WADE FETZER, Vice Chairman
BERNARD M. CULVER, President

NEW YORK

CHICAGO

SAN FRANCISCO

ATLANTA

DALLAS

MONTREAL

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

Information on New Rules

Cincinnati Fire Underwriters Association Tells About Getting Intelligence from the Bureau

The Cincinnati Fire Underwriters Association has called to the attention of its members the new Ohio rules regarding obtaining of information from the Ohio Inspection Bureau. The new rules prohibit the assigning of an agent of record letter to more than one person, company or organization. Here are the changes to which the Cincinnati organization directs attention:

1. An agent shall not assign an agent of record letter to more than one person, company or organization. When a letter is assigned, the obligation of the bureau is fulfilled by furnishing the information to the assignee but the bureau may, upon request, furnish information to agent to whom letter was originally authorized.

2. The bureau may adopt such measures as they consider necessary or reasonable for the protection of agents controlling or writing the insurance.

3. New agent of record letter form.

4. An agent of record letter must be written on the insured's stationery and if he has no special stationery such fact must be so stated in writing.

5. If the insured desires to have only one agent of record, the insured must cancel other existing agent of record letters by specific mention of the name of agents whose letters are to be cancelled. Agents whose letters are cancelled in this manner will be notified by the bureau.

6. When only one agent of record letter is on file it shall remain in effect until cancelled or until it expires by the filing of a subsequent letter. When more than one letter is filed, each letter filed previous to the last letter will expire on the next anniversary date of its filing. When an agent's letter of record has expired because of the filing of a subsequent letter, he may be recognized once after each expiration, but he must file a new letter if he desires subsequent recognition.

Toledo's Fire Department Needs Some Improvements

Some of the daily papers in Toledo call attention to the fact that lack of proper fire fighting equipment hampered the firemen in battling the blaze that swept the main building of the Y. M. C. A. The charge is made that the department is equipped with antique apparatus that is not capable of combating fires in tall buildings. The fire chief declares there is need for 100 foot ladders, two new water towers and several new pumps. Sometimes, the chief says, the motor of the water tower will not start and it is difficult to operate the tower itself. Six or eight men are required to raise it. Modern water towers are raised with power by one fireman and will reach eight or nine stories, Chief Myers pointed out.

Cincinnati Bowlers Start Season

The Cincinnati Insurance Agency Bowling League starts its season Sept. 26. Team entries this year are the Ohio Inspection Bureau, Perkins & Geohagan, Thomas E. Wood Agency, T. E. Hanlon Agency, Cincinnati Underwriters Agency, Eureka-Security Fire, Earls-Blain Agency and the Western Adjust-

ment. Two new teams this year are the Eureka-Security and the Western Adjustment. These teams take the place of teams from the Shell Agency and the Dolle Agency, which have dropped out of the league this year. The season will close April 3.

Thayer Opens Elyria Office

N. R. Thayer, who recently resigned as secretary-treasurer of Thayer's Underwriters Survey Company of Cleveland, has now opened an adjustment office at Elyria, O., to be known as the Lorain County Adjustment Company. He will give special service to agencies in Lorain county and vicinity.

Death of X. B. Drexilius

X. B. Drexilius, for more than 50 years connected with the insurance business in Cincinnati and vicinity, died last Friday. He entered insurance in Covington, Ky., serving with the old Covington Mutual. Later he went to Cincinnati and started an agency there. The agency of Mr. Drexilius will be continued as the X. B. Drexilius Agency,

CENTRAL WESTERN STATES

Tells Why Results Are Bad

E. E. Tucker of Ottawa, Ill., Gives His Views on the Writing of Farm Insurance

E. E. Tucker, well known local agent of Ottawa, Ill., says in some observations on farm business from the standpoint of an agent: "I have been in the farm business since 1910. I have had many adjusters to assist me and have found that men were sent out to the country who did not know a corn plow from a corn planter. They had no idea of the value of farm machinery and have paid out tremendous sums of money to farmers which they should not have received. There are instances where adjusters have allowed contractors so much for their good will. All these things have been charged up to the farm agent. Some have worked hard to hold their loss ratio down while of course there are some who are interested only in their commission.

Hold Agent Responsible

"Agencies have been placed where farmers were forced to buy insurance. Some insurance is written over the counter. The buildings are not inspected and naturally this is going to increase the losses. Some risks drift around and are placed by these agencies after they have been turned down by the regular farm agent who will not accept them for his company. In such agencies farm risks are written on mercantile policies showing a limit of \$250 on horses where the regular farm policy never exceeds \$200. I believe that if companies would appoint a district agent and hold him responsible for all applications taken in that territory there would be a big change in farm business. At our agency no applications for farm policies are accepted until I have personally investigated the risk and satisfied myself after measuring and cubing the property that the insurance value is there. In proof of this I refer you to the loss ratio at my agency. My farm business shows a profit for the company every year. "I note action has been taken to reduce

Inc., of which F. C. Wersel is president and A. E. Klasen, secretary.

New Field Club Members

L. C. Dame, general agent for the Crum & Forster group, and Max F. Livingston, Western & Southern Fire, are new members of the Ohio Fire Underwriters Association.

Will Explain Rule Changes

Roy E. Julian, assistant manager of the Ohio Inspection Bureau, will explain the recent changes in the rule book at the luncheon of the Ohio Blue Goose in Columbus Sept. 19.

Ohio Notes

R. W. Kissell, local agent at Continental, O., is dead.

The new building of the Ohio Inspection Bureau and the Ohio Audit Bureau on East Broad street, Columbus, will probably be completed by the middle of October.

Rev. Charles Wideman, son of George Wideman, head of the Kirschnner-Wideman Co., Toledo, O., has just returned to America after four years of study in Valkenburg, Holland, where he was recently ordained a member of the Jesuit order.

farm commissions. In our office we handle both farm and mercantile business. The agent surely earns all his commission on his farm business. The cost of operation is high to the farm agent. This is especially true during the busy months of February, March and April when the cost of upkeep of a car is double what it is at any other time of the year due to road conditions. There has been a race for volume among certain companies and agents. They have accepted a lot of business which is naturally going to mean losses.

"The cost of building varies in localities. I have never been able to find any rule that applies to all communities. I have had losses where contractors charged \$1.65 per hour and ten miles from that place the same work has been done for \$.65 per hour. Agents should write combined policies and not merely a straight fire contract. It goes without saying that many such contracts are written."

Grand Rapids Maintains Record

GRAND RAPIDS, MICH., Sept. 14.—Grand Rapids has passed the two-thirds mark in the year with its unprecedented fire prevention record unimpaired. The total loss for the first eight months aggregates \$58,104, about 30 cents per capita. For the same period in 1931, the loss was \$121,568 greater. In August losses amounted to \$5,072, no single loss exceeding \$750. The same month in 1931 saw a loss of \$13,539.

Muskegon Report Issued

The number of fires in Muskegon, Mich., during the last five years has been high, according to the National Board, loss per fire and loss per capita, moderate. The gross fire loss for that period was \$675,127, the average loss per fire being \$568 and the average annual loss per capita \$3.21.

The water supply works are declared to be mainly adequate, with some unreliable features. Protection is generally good except at times of heavy consumption or in some districts supplied by small mains. The fire department is

fairly effective, somewhat undermanned and deficient in ladder service and training. The fire alarm system is mainly adequate but with several features of unreliability.

In the principal mercantile districts, individual to group fires are probable. With the low height of construction, fair street widths and good accessibility, fires should be prevented from involving any considerable portion of the district, as the fire fighting facilities are fairly adequate and the district is narrow. In the manufacturing and minor mercantile districts individual or group fires are probable.

Ramey Opens Local Agency

George L. Ramey has opened a local agency in the Circle Tower, Indianapolis, and his son, William, is associated with him. They will operate as G. L. Ramey & Son. Mr. Ramey was president and manager until recently of the G. L. Ramey Agency, which he founded. He was for some years Indiana state agent of the National Union until he entered the general agency field.

Backs Insurance Candidates

DETROIT, Sept. 14.—The Insurance Federation of Michigan has sent out a bulletin to members urging support of the legislative candidacy of Joseph Armstrong, who has served several terms in the legislature and has always been on the insurance committee, and George Brown, executive secretary of the Michigan Association of Insurance Agents, who served two terms in the legislature some years ago.

J. H. Blusch Is Retiring

J. H. Blusch, head of the J. H. Blusch agency of Peoria, Ill., is retiring from business after 35 years in insurance. He is 70 years of age and he desires to take life more easily. He has eight employees in his agency. He is handing his business over as a present to W. P. Brown, who has been associated with the agency for 25 years. Mr. Blusch says that the "infirmities are signalling me that I cannot carry on my business as I have been wont to do and as it demands."

George Brown Moves Office

George Brown, executive secretary of the Michigan Association of Insurance Agents, has moved his office from the Congress building to 403 Ford building, Detroit. The Congress building is to be torn down.

S. R. Stewart, local agent at Danville, Ind., died last week.

News of States in the Northwest

Case Is Taken to U. S. Court

Security of New Haven Is Contesting Right of Wisconsin to Revoke Its License

MADISON, WIS., Sept. 14.—The Security of New Haven has filed suit in federal court to restrain Commissioner Mortensen from enforcing an order revoking its license, under an old Wisconsin statute.

Commissioner Mortensen ordered revocation of the license after an appeal had been made to him by Frank Aleo of Beloit, Wis., who had two policies for \$2,000 each, and was attempting to collect them through a suit instituted in

(CONTINUED ON PAGE 26)

LOYALTY GROUP

JANUARY 1, 1932 STATEMENTS

NEAL BASSETT, President
 JOHN R. COONEY, Vice Pres. ARCHIBALD KEMP, Vice Pres. HERBERT A. CLARK, Vice Pres. H. R. M. SMITH, Vice Pres.
 W. E. WOLLAEGER, Vice Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d Vice Pres. W. W. POTTER, 2d Vice Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

CAPITAL ORGANIZED 1855 SURPLUS TO POLICYHOLDERS
\$18,795,380.00 **\$32,306,202.99**

NEAL BASSETT, Chairman of Board
 HENRY M. GRATZ, President
 JOHN R. COONEY, Vice-Pres. ARCHIBALD KEMP, Vice Pres. HERBERT A. CLARK, Vice Pres. H. R. M. SMITH, Vice Pres.
 W. E. WOLLAEGER, Vice Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d V.-Pres. W. W. POTTER, 2d V. Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

THE GIRARD FIRE AND MARINE INSURANCE COMPANY

ORGANIZED 1853
\$ 1,000,000.00 **\$ 2,034,545.17**

NEAL BASSETT, President
 JOHN R. COONEY, Vice Pres. ARCHIBALD KEMP, Vice-Pres. HERBERT A. CLARK, Vice Pres. H. R. M. SMITH, Vice Pres.
 W. E. WOLLAEGER, Vice Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d V.-Pres. W. W. POTTER, 2d V. Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

THE MECHANICS INSURANCE COMPANY OF PHILADELPHIA

ORGANIZED 1854
\$ 600,000.00 **\$ 1,226,248.02**

NEAL BASSETT, President
 JOHN R. COONEY, Vice-Pres. ARCHIBALD KEMP, Vice-Pres. HERBERT A. CLARK, Vice-Pres. H. R. M. SMITH, Vice-Pres.
 W. E. WOLLAEGER, Vice-Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d V.-Pres. W. W. POTTER, 2d V. Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

NATIONAL-BEN FRANKLIN FIRE INSURANCE CO. OF PITTSBURGH, PA.

ORGANIZED 1866
\$ 1,000,000.00 **\$ 1,563,520.84**

NEAL BASSETT, President
 JOHN R. COONEY, Vice Pres. ARCHIBALD KEMP, Vice-Pres. HERBERT A. CLARK, Vice-Pres. H. R. M. SMITH, Vice-Pres.
 W. E. WOLLAEGER, Vice-Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d V.-Pres. W. W. POTTER, 2d V. Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

SUPERIOR FIRE INSURANCE COMPANY

ORGANIZED 1871
\$ 1,000,000.00 **\$ 1,603,338.23**

NEAL BASSETT, Chairman of Board
 W. E. WOLLAEGER, President JOHN R. COONEY, Vice Pres. ARCHIBALD KEMP, Vice Pres. HERBERT A. CLARK, Vice Pres. H. R. M. SMITH, Vice-Pres.
 H. R. M. SMITH, Vice Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d V.-Pres. W. W. POTTER, 2d V. Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

THE CONCORDIA FIRE INSURANCE COMPANY OF MILWAUKEE

ORGANIZED 1870
\$ 1,000,000.00 **\$ 1,751,660.54**

CHARLES L. JACKMAN, President
 JOHN R. COONEY, Vice Pres. ARCHIBALD KEMP, Vice Pres. HERBERT A. CLARK, Vice Pres. H. R. M. SMITH, Vice Pres.
 W. E. WOLLAEGER, Vice-Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d V.-Pres. W. W. POTTER, 2d V. Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

THE CAPITAL FIRE INSURANCE COMPANY

ORGANIZED 1886
\$ 300,000.00 **\$ 511,958.09**

CHARLES L. JACKMAN, President
 JOHN R. COONEY, Vice-Pres. ARCHIBALD KEMP, Vice-Pres. HERBERT A. CLARK, Vice Pres. H. R. M. SMITH, Vice Pres.
 W. E. WOLLAEGER, Vice-Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d V.-Pres. W. W. POTTER, 2d V. Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

UNDERWRITERS FIRE INSURANCE CO. OF CONCORD, N. H.

ORGANIZED 1905
\$ 100,000.00 **\$ 137,264.60**

NEAL BASSETT, President
 JOHN R. COONEY, Vice-Pres. ARCHIBALD KEMP, Vice-Pres. HERBERT A. CLARK, Vice Pres. H. R. M. SMITH, Vice Pres.
 W. E. WOLLAEGER, Vice-Pres. HERMAN AMBOS, Vice Pres. E. G. POTTER, 2d V.-Pres. W. W. POTTER, 2d V. Pres.
 WALTER J. SCHMIDT, 2d V.-Pres. T. LEE TRIMBLE, 2d V.-Pres. OLIN BROOKS, 2d V.-Pres.

MILWAUKEE MECHANICS' INSURANCE COMPANY

ORGANIZED 1852
\$ 2,000,000.00 **\$ 4,967,756.04**

NEAL BASSETT, Chairman of Board
 J. SCOFIELD ROWE, Vice Chairman
 H. S. LANDERS, President J. C. HEYER, Vice President WINANT VAN WINKLE, Vice President JOHN R. COONEY, Vice President
 E. G. POTTER, 2d Vice Pres. E. R. HUNT, 3rd Vice Pres't S. K. McCURE, 3d Vice Pres. T. A. SMITH, Jr., 3rd Vice Pres. F. J. ROAN, 3rd Vice Pres.

THE METROPOLITAN CASUALTY INSURANCE COMPANY OF NEW YORK

ORGANIZED 1874
\$ 1,000,000.00 **\$ 2,009,866.67**

NEAL BASSETT, Chairman of Board
 J. C. HEYER, Vice President JOHN R. COONEY, Vice-President
 H. S. LANDERS, President WINANT VAN WINKLE, Vice President T. A. SMITH, 3rd Vice Pres. FRANK J. ROAN, 3rd Vice Pres. E. R. HUNT, 3rd Vice Pres. S. K. McCURE, 3rd Vice Pres.

COMMERCIAL CASUALTY INSURANCE COMPANY

ORGANIZED 1909
\$ 1,000,000.00 **\$ 1,814,648.30**

WESTERN DEPARTMENT
 844 Rush Street, Chicago, Illinois
 HERBERT A. CLARK, Vice President
 H. R. M. SMITH, Vice President
 JAMES SMITH, Secretary

CANADIAN DEPARTMENT
 461-467 Bay St., Toronto, Canada
 MASSIE & RENWICK, Ltd., Managers

EASTERN DEPARTMENT
 10 Park Place
 NEWARK, NEW JERSEY

PACIFIC DEPARTMENT
 220 Bush Street,
 San Francisco, California
 W. W. & E. G. POTTER, 2nd Vice Presidents
 F. E. BRISBINE, Res. Vice President
 FRED W. SULLIVAN, Secretary

SOUTH-WESTERN DEPARTMENT
 912 Commerce St., Dallas, Texas
 OLIN BROOKS, 2d Vice President
 BEN LEE BOYNTON, Res. Vice President
 A. C. MEEKER, Secretary

LOYAL TO PRINCIPLE -- TO LOYAL AGENTS, LOYAL

Insurance Attorneys

A Directory of Responsible Attorneys Specializing in Insurance Law

ARKANSAS

ARTHUR G. FRANKEL
LAWYER

Wallace Bldg. Little Rock, Ark.
Insurance Litigation
Facilities for Casualty Investigations and Adjustments

INDIANA (Cont.)

Slaymaker, Merrell, Ward & Locke

Attorneys specializing in All Phases of
Fire, Marine, Life & Casualty
Insurance Litigation
751-769 Consolidated Bldg.
INDIANAPOLIS

MINNESOTA (Cont.)

SEXTON, MORDAUNT, KENNEDY & CARROLL

Adjusters and Investigators sent to any place
in the Northwest
Pioneer Building, St. Paul, Minn. Security Bldg., Minneapolis

OHIO (Cont.)

STAHL, STAHL & STAHL
Attorneys-at-Law

Main Office
Stahl Building, Fremont, Ohio
Branch Offices: Port Clinton, Bowling Green
Actively handling adjustments and litigated matters
in Sandusky, Seneca, Ottawa, Wood and
Erie Counties, Ohio

GEORGIA

Bryan & Middlebrooks & Carter
ATLANTA Candler Building GEORGIA

Rhepard Bryan W. B. Tichenor
Grover Middlebrooks W. Colquitt Carter
Chauncey Middlebrooks Edward R. Everett, Jr.
O. W. Russell M. H. Meeks
FIRE, LIFE AND CASUALTY
Insurance Litigation in the Southern States

IOWA

JOHN D. RANDALL
Lawyer

American Trust Bldg.
CEDAR RAPIDS, IOWA

ERNEST E. WATSON
All Lines

Represent Companies Only
Including Defense of Negligence
936 Andrus Bldg. Minneapolis

WM. A. FINN
ATTORNEY AT LAW

General Insurance, Casualty & Surety Prac-
tice. Exceptional facilities for Investigations
over entire State of Ohio.
628 Nicholas Bldg. TOLEDO

ILLINOIS

Cassels, Potter & Bentley
1060 The Rookery
CHICAGO

Jesse A. Miller Oliver H. Miller
Frederic M. Miller J. Earle Miller

Miller, Miller & Miller
LAWYERS
1316-1318 Equitable Building
Des Moines

BUNDLIE KELLEY
ST. PAUL

Maintain department for adjustment
and investigation of claims

OKLAHOMA

Rittenhouse, Webster & Rittenhouse

American National Bank Bldg.
OKLAHOMA CITY

Dent, Weichelt & Hampton
1111 The Rookery Building
Chicago, Ill.

Special attention to the law relating to all
classes of Corporate Surety Bonds

Parrish, Cohen, Guthrie
Watters & Halloran
Attorneys and Counselors at Law
Register and Tribune Building
DES MOINES

ORR, STARK, KIDDER & FREEMAN
11th Floor, Minnesota Bldg.
ST. PAUL
INSURANCE LITIGATION
Special Department for
Investigations and Adjustments

SOUTH DAKOTA

BAILEY & VOORHEES

Charles O. Bailey (1869-1928)
John H. Voorhees Melvin T. Woods, Jr.
Theodore M. Bailey Rowland Bottom
Howell L. Fuller
BAILEY-GLIDDEN BUILDING
SIOUX FALLS
INSURANCE PRACTICE

EKERN & MEYERS
Insurance Attorneys

One La Salle St.
CHICAGO

KENTUCKY

Woodward, Hamilton & Hobson
Insurance Attorneys
615-24 Inter-Southern Bldg.
Louisville, Ky.

NEW JERSEY

SAMUEL M. HOLLANDER
COUNSELOR AT LAW

2704-2710 Lefcourt Newark Building
11 Raymond Blvd., Newark, N. J.
Telephone 1140-1 Market
Specialist in the Law on Breach of Warranty
and General Insurance Cases

TENNESSEE

HUME & ARMISTEAD
NASHVILLE

Silber, Isaacs, Silber & Woley
Attorneys & Counselors
208 South La Salle Street
CHICAGO
Special Attention to the Law of
Fire Insurance and Taxation

MICHIGAN

DUNHAM, TAYLOR & ALLABEN
ATTORNEYS AT LAW
1812-1816 Grand Rapids National Bank Bldg.
GRAND RAPIDS

NEW YORK

David F. Lee David Levene Edwin F. Verreau
LEE, LEVENE & VERREAU
TRIAL LAWYERS
316 Security Mutual Bldg.
BINGHAMTON, NEW YORK
Insurance attorneys. Especially equipped to handle
investigations, adjustments and litigation over cen-
tral New York.

WASHINGTON

ROBERTS, SKEEL & HOLMAN

Alaska Building
John W. Roberts Wm. Paul Uhlmann
E. L. Skeel Everett O. Butts
Tom W. Holman Guy B. Knott
Tyre H. Hollander A. P. Curry
Glen E. Wilson W. E. Evenson, Jr.
Edward Hutcheson H. Henke, Jr.
Frank Hunter
SEATTLE

BROWN, HAY & STEPHEN
714 First National Bank Bldg.
SPRINGFIELD

MINNESOTA

Mitchell, Gillette & Carmichael
12th Floor, Alworth Bldg.,
Duluth
Insurance Litigation
Special Department for
Investigations and Adjustments

OHIO

Rees H. Davis Fred J. Young
DAVIS & YOUNG
Attorneys at Law
General Insurance, Fire, Casualty & Surety
Practice. Also facilities for investigations
over Northern Ohio
Guardian Bldg. CLEVELAND

WISCONSIN

BLOODGOOD, STEBBINS & BLOODGOOD
Warner Bldg., 212 W. Wisconsin Ave.
MILWAUKEE
Representing U. S. Fidelity & Guaranty
Company, Metropolitan Life Insurance Com-
pany, Globe Indemnity Company

INDIANA

GEORGE A. HENRY
INSURANCE ATTORNEY

504-S Meyer-Kiser Bank Bldg.,
Indianapolis, Indiana
Specially equipped to handle
Investigations—Adjustments—Litigations

Geoffrey P. Mahoney
Attorney and Counselor
831 Metropolitan Bank Building
Minneapolis, Minnesota
Investigation and Adjustment of Claims

KNEPPER, WHITE, SMITH & DEMPSEY

44 East Broad Street
COLUMBUS, OHIO
Trial Work—Investigations—Adjusting

GERALD P. HAYES
Attorney

Insurance litigation and claim work in any
part of Wisconsin
905 1st Wis. Natl. Bank Bldg.
Milwaukee

The National Underwriter

THIRTY-SIXTH YEAR
No. 37

CHICAGO, NEW YORK, CINCINNATI AND SAN FRANCISCO, THURSDAY, SEPTEMBER 15, 1932
Office of Publication, 175 W. Jackson Boulevard, Chicago, Illinois

IOWA AGENTS
CONVENTION NUMBER

W. A. Scherfe New Head of Iowa Agents

Farm Commission Cut Is Denounced

Iowa Would Suffer Most from Reduction, Sam T. Morrison Says

NO SOLUTION, HE CLAIMS

Leader in Fight Contends Rate Should Be Made to Take Care of Loss Ratio

Sam T. Morrison of Iowa City, who has been in the forefront in combating the proposed 5 percent reduction in commission on farm insurance to become effective in the west, Jan. 1, was attentively heeded in his presentation of the question before the annual meeting of the Iowa Association of Insurance agents at Des Moines.

Mr. Morrison reported on a meeting of a number of the leading agents in the west with a committee of the Western Underwriters Association in Chicago recently on the subject. Charles L. Gandy, chairman of the executive committee of the National Association of Insurance Agents, told the company men that a reduction in commissions is not the solution to the problem of rising losses, Mr. Morrison reported. The premiums should be loaded to care for the loss ratio.

(CONTINUED ON PAGE 35)

Cancellation Clause Is Approved in Resolution

Much interest was expressed by the Iowa agents in the proposal to promulgate a clause providing for cancellation of insurance for non-payment of premium. The clause most frequently advocated has been one which would provide for cancellation if the premium were not paid by the 15th of the month following the month in which the policy was written. Fred W. Colvin of Sioux City, who introduced the subject at the Iowa meeting, suggested that the clause should provide for cancellation 30 days after the insurance became effective and this suggestion was incorporated in the resolution favoring the cancellation clause, which was adopted by the Iowa association. The text of the resolution was the same as that adopted by the Sioux City board some time ago.

In advocating the 30-day feature, Mr. Colvin pointed out that this would stagger the work of the agency. If policies were to be canceled the 15th day after the month in which the policy was written, Mr. Colvin pointed out that all of the detail would fall on one day and that some buyers would have only 16 days credit, while others would have as high as 45.

Collections are the biggest problem in the business today, Mr. Colvin stated. The time has arrived, he said, to impress clients with the idea that insurance people are business men and not "goats." The issuance of a policy, he declared, should obligate the buyer and not the agent to pay. The notion should be established that protection is valid only when it is paid for. Insurance, he declared, has much to gain by automatic

cancellation and little to lose. The country, he declared, should get back to the principle of buying only what can be paid for reasonably promptly.

Mr. Colvin said that a merchant once remarked to him that it would be a bonanza if he had the facility for taking back merchandise that is not paid for that the insurance business does. Mr. Colvin expressed the belief that the clients would not resent a cancellation clause. It would appeal to their business judgment and sense of fair play, he said. James L. Case of Norwich, Conn., Mr. Colvin pointed out, has done much good work in behalf of an automatic clause. Mr. Case will report strongly in favor of such a clause at the Philadelphia meeting of the National Association of Insurance Agents, according to Mr. Colvin. Twelve states have endorsed the proposal as well as several local boards. The principal adverse criticism came from the president of the Virginia Association of Insurance Agents, who made a declaration against it. However, he said, the Virginia association did not condemn it officially.

Mr. Colvin mentioned that a cancellation clause would involve financing on the part of the agent. If the agent was willing to finance good people, he could do so by taking a promissory note and giving a receipt which would be equivalent to getting payment. The proposed uniform agency contract emphasizing that premium receipts are trust funds, would require the agent to put his own cash in the fund to cover promissory notes given by clients, Mr. Colvin said.

(CONTINUED ON PAGE 35)

C. E. Ford Presides at Busy Session

A. P. Speers Named Vice-President; Painter Knox Chairman; R. J. Hopkirk Secretary

INTEREST IN MEMORIAL

After Lively Discussion Resolution Adopted Asking National Association Help in "Des Moines Situation"

W. A. Scherfe of Fort Madison was elected president of the Iowa Association of Insurance Agents at the annual meeting in Des Moines. He succeeds Chester E. Ford of Des Moines, to whom most of the credit is given for the character of the program, attendance and the increase in membership. The program was diversified and instructive and the conventioners showed unusual interest in the business sessions, the hall being well filled at the close of a day and a half of speaking.

The new vice-president is A. P. Speers of Centerville. Painter Knox of Council Bluffs was elected chairman of the executive committee, the other new members being John E. Hull, Ottumwa; A. C. Root, Clinton, and H. P. Pratt of Sioux City.

The president has the privilege of naming the secretary and Mr. Scherfe

(CONTINUED ON PAGE 24)



W. A. SCHERFE
New President



CHESTER E. FORD
Retiring President



H. P. PRATT
Executive Committeeman



A. C. ROOT
Executive Committeeman

Root Gives Hints on Compensation

Clinton, Ia., Agent Suggests How
to Improve Line Without
Rate Increases

HITS BUREAU EXPENSES

Urges Better Defense Before Industrial
Boards, More Competent Audits,
More Attention to Subrogation

A number of suggestions for improving the compensation business that would not entail rate increases were advocated by A. C. Root of Clinton in his address before the Iowa Association of Insurance Agents at Des Moines. Mr. Root said that he was active in inducing Commissioner Clark of Iowa to protest the recent rate increase in compensation. Among his suggestions was that the Iowa law be changed so that clerical help, officers of corporations and men standing in a representative capacity of the employer should be covered for compensation. This would bring an income on a preferred class, he said. It would dispose of the question of common law liability for injury to executives. Incidentally, Mr. Root said that under present conditions the agent should have a clear understanding by endorsement as to whether corporate officers are covered.

There is much unnecessary home office, branch and bureau expense that could be eliminated, according to Mr. Root. Hearings before industrial commissions should be defended by the best legal talent. Subrogation and reimbursement where a third party is responsible should be aggressively sought, he declared. Adequate audits should be obtained and more competent men should be employed in the work. Insurance should not be granted unless adequate records are kept.

Installation of Safety Devices Is Deficient

Installation of safety devices has not progressed to the extent that it should because competent men are not generally conducting that work wholeheartedly, he charged.

The agent should keep a report of every accident, according to Mr. Root. He is in a better position to detect fake claims and stop malingering, he said. The agent can help in bringing down medical expense, which, he said, should be passed upon by some one competent to understand the charges, who should see that bills are not overpaid.

Investigation of all accidents should be undertaken to determine if they really come under the compensation law. Too many claims have been paid that are not compensation cases, he said.

The stock companies made a serious mistake in attempting to increase rates on existing policies, according to Mr. Root. He charged that the general increase has not been judiciously applied to the various classifications.

There is no question, according to Mr. Root, that something must be done about compensation, but the companies must fight it out on the basis of the "survival of the fittest." He said that the demand for collateral lines by companies when accepting compensation business may not be of much benefit because the other lines, such as automobile liability, surety, etc., are proving unprofitable.

Mr. Root pointed out there is a difference in individuals and organizations.

(CONTINUED ON NEXT PAGE)

Organization Needed to Prevent Disintegration

Organization was pictured as the only alternative to disintegration in the address by J. R. Vaughan of Waterloo, former president of the Iowa association, who voiced a plea for effective and harmonious cooperation on the part of all factors in the insurance business—agents, company officials and field men—and their organizations.

"It has been thoroughly demonstrated beyond any question of doubt that the most successful plan of marketing insurance is the method known as the American agency system. There are those who think that this system is for the special advantage of local agents only; others include the company executives with the agents, but the system as now constituted also includes the field men, who are very important factors in what I have termed a triplex combination. We will have the highest efficiency in this great business only when and if these three factors are placed in systematic relations each with the other and made to feel and know that the American agency system is composed of the three groups. If this premise be correct, then each insurance group may and should be thoroughly organized, yet there must be nothing in the rules and regulations or governing principles of any one group which does not fully recognize the entity of the others or which will in any manner disturb or conflict with the very cordial cooperation and systematic relations of this triumvirate, operating separately as groups, but in the final analysis, in a complete cooperative indivisible unit.

Put Most Important and Needful Thing First

"When I entered the insurance business, I applied for membership in this organization before I purchased my office furniture. I was afraid I might not have sufficient cash to go around, hence I bought the most important and most needful thing first. In the solicitation of members for this association, I have said to many, some of whom are here today, that if they were not satisfied with their investment in a membership of this organization at the end of the year, I would refund the money. I have never had a request for a refund. Every local agent who knows enough to come in out of the wet should join this association and do it now. Any lo-

cal agent who remains outside this organization defrauds himself, through contributory negligence and also adds to the burden of those who are putting time and money into the work of this association. Every agent who reads the trade papers (I take for granted all intelligent agents do) knows that the results secured through the cooperation of state and National associations, assisted by the companies in most part, are indeed most commendable and exceedingly gratifying.

What Would Happen if There Were No Associations

"Let us look at the other side of the picture and see what would result if there were no state and National associations. The universal law of nature tends toward disintegration except where some higher power interposes to reverse the order. The American agency system is no exception to this general rule and unquestionably it would be, even now, in a state of disintegration were it not for the extraordinary work of our National and state associations during the past quarter of a century. The very existence of the American agency system, which includes our means of livelihood, has been hanging in the balance in the immediate past and only through systematic and intensive work and cooperation of the state and National associational officers and committeemen was our business preserved from violent disturbance if not utter ruin.

Should Be Allied in Forward Looking Program

"After a close-up study of association work for a decade, I am thoroughly convinced that agency success is dependent on our being able to secure the enlistment of company executives and field men as allies in every forward looking program. However, we must not demand or expect from our companies a higher type of sympathetic cooperation than that which our own individual agency records indicate we have practiced in our own dealings. The time has come for a complete comprehensive program which shall adequately serve and conserve every interest involved and be alike adaptable, applicable, and equitable to all groups engaged in the distribution of insurance."

Calhoun Boosts Local Boards

Importance of local boards and the new spirit of conference between local agents and companies were emphasized by W. B. Calhoun, president of the National Association of Insurance Agents, in his address before the Iowa Association of Insurance Agents at Des Moines.

Too many agents feel that organization work is for the other fellow, Mr. Calhoun said. Although agents are selling protection, many of them fail to buy the necessary protection for themselves in an association that has for years been on the firing line looking after their interests.

One of the important accomplishments, he said, has been the development of the spirit of conference and cooperation with company organizations. He pointed out that there is a conference committee representing fire, casualty and surety, of which Percy H. Goodwin is chairman. Mr. Calhoun expressed the belief that the formation of the Insurance Executives Association was due to the efforts of Mr. Goodwin.

The obligation of the agents was never greater than today, he said. During the years of prosperity, many new companies were started and attractive agency contracts were made. During

this period, he declared, the agent should be true to his trust as an insurance adviser and forget selfish interests in looking after the public first.

The more local boards there are, the greater will be the resistance to the branch office system, according to Mr. Calhoun. Although the National association is interested in increasing membership of the state associations, it is also interested in the type and character of the membership. Mr. Calhoun said he would prefer a small membership that reflects the real thought of the local business rather than a lot of members who resort to unethical practices in their business.

The agents do not want to be charged with a "dog in the manger" attitude, according to Mr. Calhoun. The agents are as much interested in the problems of the companies as the companies are interested in the agents' problems.

One of the memorable incidents at the annual convention of the Iowa Association of Insurance Agents at Des Moines was the rendering of "My Wild Irish Rose," by W. B. Calhoun, president and sweet singer of the National Association of Insurance Agents.

Square Deal Only Solid Foundation

Stubbs Urges Loyalty to Companies Supporting Association's Principles

THREE TROUBLE-MAKERS

Misdirected Ambition, Jealousy and
Greed Listed as Factors in Difficulties—New Pledge Suggested

The doctrine of the "square deal" as the necessary foundation for the rebuilding of business on a solid basis was emphasized by L. H. Stubbs of Cedar Rapids in his address to the Iowa agents on "Loyalty to Companies Supporting Our Principles."

"I believe," Mr. Stubbs said, "there are three dominating factors that have caused much of our trouble: (1) Misdirected ambition, (2) jealousy, (3) greed. Misdirected ambition has uprooted sound business principles, has made men forget words of honor and has caused the greatest chaos and disaster in the history of the business world, and we have witnessed its withering effect upon every line of endeavor. Jealousy, the greatest disturber of happiness in the world, has been rampant. It has made enemies of former friends, wrecked business institutions, and filled the world with suspicion and distrust.

"Greed for business, born of desperation, combined with misdirected ambition and jealousy, has been the rock upon which many have stumbled and fallen. That most insidious delusion, known as competition, which hides its poisonous head under the cloak of greed and the false demands of business, has done much to destroy profits and deplete surpluses. Loyalty is practically unknown and confidence is at a low ebb. It is said that business is business, and that the old must make way for the new, but, nevertheless, the fundamental principles that have applied to business from the earliest days of history—honesty, confidence and a square deal—apply today the same as ever before.

Square Deal Must Be Basis for Rebuilding

"If our business and the business of the world is to survive on a sound and enduring basis, it must be rebuilt on the solid foundation of a square deal for all. If our association is to be a successful organization, we must live and conduct our business along the principles and precepts that were laid down by the earliest founders of this splendid association.

"Perhaps each and everyone of us should make a survey of ourselves, and let me offer for your consideration the following as a start: I believe in my business; I believe in the National Association of Insurance Agents; I believe that it is built on sound business principles; I believe it should and will endure; I believe in the companies that have subscribed to the principles of the National Association of Insurance Agents; I believe in the companies that are back of every contract of insurance that I sell; I believe in these companies that permit me by the scratch of a pen to obligate them for hundreds and hundreds of thousands of dollars; I believe it is my duty to give them my most loyal support; I believe by so doing my business will be benefited; I believe that the greatest thing that I can do is to return to my home, believing in myself, my business, my association, my companies and country."

Safety Speakers Enthusiastic

An interesting feature of the convention of the Iowa Association of Insurance Agents was the session devoted to consideration of traffic safety problems. J. Dillard Hall, manager at Des Moines for the United States Fidelity & Guaranty, is one of the most active insurance men in the country in safety work and it was at his instance that the Iowa agents devoted so much time to the question. In addition to Mr. Hall, other speakers on the subject were John J. Hall, director of street and highway safety division National Bureau of Casualty & Surety Underwriters; Harding Polk, district director American Legion Iowa Highway Safety Council, and W. A. Stevens, superintendent of the motor vehicle department of Iowa. All of the speakers had the enthusiasm of crusaders and the agents were impressed.

J. Dillard Hall mentioned that in 1931 94 people were killed in automobile accidents every day compared with 90 every day in 1930. There has been an increase every year for 15 years. Only 4.2 percent of the accidents are attributed to mechanical defects. Most of the trouble is with the driver. Last year there were 582 Iowans killed.

In Des Moines, Mr. Hall said that a traffic council, consisting of 40 civic organizations had been formed and was active. Its slogan is to make movement about the streets and highways safe, economical and expeditious. He then introduced W. H. Stevens, who pointed out that an increase in insurance rates has about the same reaction publicly as an increase in taxes. People are inclined to believe that the license law is an insurance matter. He advocated all safety work being directed through the National Safety Council. This would save time and effort.

About 40 Percent of Iowa Cars Insured for Liability

Mr. Stevens said that 1,223,000 licenses have been issued in Iowa since the first of the year. There were 544,363 car owners, of whom 242,139 or about 40 percent carried public liability. Since Jan. 1 there have been 217 licenses suspended, 142 revoked, 402 denied. There have been 7,908 accidents, 290 killed and 2,473 injured. Many counties have failed to report ac-

cidents, he said. Accident reports should be made compulsory, he said.

Mr. Polk said that traffic safety is one of two major projects of the Iowa Legion. It has been sponsored by the national organization.

John J. Hall listed the economic loss for the year because of automobile accidents at \$2,000,000,000. The enormity of that sum is grasped when it is realized that congress was stumped for a long time by a deficit of \$2,000,000. The only bright spot in the accident problem is that the number of children killed is being reduced. The National Bureau of Casualty & Surety Underwriters through its safety work is saving the lives of 7,500 children each year, he said. Although the National Bureau works with the National Safety Council, it spends \$50,000 to get out booklets about accident prevention for children. It is getting out a program for high school motor vehicle traffic clubs. He said it should be realized that people do not have a divine right to drive automobiles, that it is a privilege. Uniformity of traffic regulations is needed, according to Mr. Hall. This campaign is being undertaken by the National Conference on Street & Highway Safety, which was started by the National Bureau and to which the National Bureau contributes \$6,000.

State laws should be passed requiring cities desiring to put up traffic lights to get permission from the state traffic department and install lights that are approved, he said.

Mr. Hall told about how the oil companies in the east had become interested in safety work. He showed some of the safety advertisements which are being posted in service stations by a number of the oil companies. He said state police patrols are needed.

Mr. Hall showed some publicity releases with accompanying drawings that are being given to newspapers on safety work.

Mr. Hall said that the National Bureau is putting out a pamphlet on how to organize a community safetywise as an insurance agent. The producer should sell insurance as prevention as well as protection, he said.

Root Gives Hints on Compensation

(CONT'D FROM PRECEDING PAGE)

Because there are incompetent people, those with initiative and ability should not be retarded. Enterprising insurance measures and ideas have been side-tracked because of the objection of incompetents, he said.

Mr. Root expressed opposition to the commission reduction on risks producing premiums of more than \$1,000. On the large risks, there is small profit to the agent who must give real service, he said. "The whole plan," he declared, "calls for benefits that are solely pocketed by the companies and robs the real agent, who must hold the business on the books and assist in servicing the risk for the company."

Nominating, Resolutions Committees

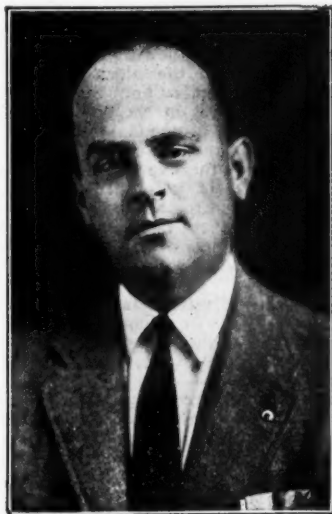
The nominating committee consisted of Sam T. Morrison, Iowa City; Lew Benedict, Cedar Rapids; John Hynes, Davenport, and John E. Hull, Ottumwa.

Members of the resolutions committee were J. R. Vaughan, Waterloo; Dan N. McEniry, Des Moines, and Fred W. Colvin, Sioux City.

* * *

W. H. Hansmann, manager of the Illinois state department of the Fidelity & Deposit, was on hand. He drove to Des Moines from Rock Island with R. D. Searles, who travels eastern Iowa for the Fidelity & Deposit. J. R. Owens, who represents the company in Des Moines, was also present.

Safety Worker



J. DILLARD HALL

J. Dillard Hall, manager at Des Moines for the U. S. F. & G., is making a great record in automobile accident prevention work. He appeared on the Iowa program and will be heard in Philadelphia at the annual convention of the National Association of Insurance Agents.

A FRIENDLY Iowa Company like those FRIENDLY Iowa Agents can be of more service to you.

Many agents still believe a Company must be cold-blooded. Forty-nine years have proven to us that the GOOD agent appreciates real "home-folks" relationship.

Small	E N O U G H	To Know You
Strong		To Protect You
Old		To Serve You

Our Field Men will be "anxious to Know You and Serve YOU."

THE SECURITY FIRE INSURANCE CO.

of Davenport, Iowa

Clark Advocates Qualification Law

Measure Should Not Be too Stringent, However, Commissioner Warns

DENOUNCES WHISPERERS

A. P. Speers of Centerville Tells About Local Boards—Fire Marshal Strohm Appears

A properly phrased agents qualification law should be enacted in Iowa, Commissioner Clark of that state told the Iowa Association of Insurance Agents in session at Des Moines. A qualification bill, he declared, should not be too stringent because it would not be passed.

Commissioner Clark said that it is his endeavor to raise the standard of the insurance business. He expressed regret that any one can be an agent in Iowa. The department is more or less helpless under present conditions, he said.

A number of companies have suggested to Mr. Clark, he said, that the commissioner, under the Iowa law, has the power to cancel the licenses of agents who do not pay their balances. Mr. Clark said he doubted whether he had that power. If the companies were alert, he declared, the balances would not get in such bad condition.

Whispering Campaign Is Hit by Commissioner

Mr. Clark condemned the whispering campaign questioning the solvency of companies. In the life insurance business, the condition is critical from that point of view, he said.

Mr. Clark said there are 39 people in the Iowa department, 16 being examiners. First Deputy Kless has been assigned to supervision of receivership. The only Iowa company in receivership is the Federal Surety, but there are six ancillary receiverships being handled.

Mr. Clark said he instructs his examiners to be more than merely checkers. They should view a company as a whole and be able to say whether it is operated properly. The Iowa examiners are allowed an expense account of \$4 a day and are paid from \$8.50 to \$12 a day.

The department received in taxes in 1931, \$1,750,000 and spent only \$46,000 of its \$54,000 appropriation. Extra help was eliminated, he said.

Mr. Clark mentioned workmen's compensation. He said that the companies presented to him certain forms for approval, which if he had done so, would have put Iowa on record as approving an increase in rates. The Iowa department does not have supervision over rates, he pointed out.

Character of Personnel of Department Vital

It is essential, Mr. Clark declared, to have the highest character personnel in the department. Often good department men are lost to companies who make higher bids for their services. Mr. Clark asked the agents to use their influence with legislators to prevent the insurance department being crippled. Banking department employees get from 20 to 40 percent more salary than insurance department employees, he said.

A. P. Speers of Centerville delivered an address, emphasizing the importance of local boards. Local boards in Iowa, he said, financed the sending out of affidavits on agency qualifications by the

Gleanings From the Gathering of Tall Corn Agents in Des Moines

By LEVERING CARTWRIGHT

L. W. Stoik, manager of the A. C. Root agency at Clinton, was called home by the death of his mother, Mrs. Theodore Stoik.

The new president of the Iowa Association of Insurance Agents, W. A. Scherfe, has been in the local business in Fort Madison 40 years.

From 1912 to 1922 he traveled in Iowa as well for the Western and British America. Before that for eight years he traveled for the Great American. For the past year he has been vice-president of the Iowa association. He is secretary and a director of the William A. Sheaffer Pen Company of Fort Madison.

I. H. Ramker, superintendent of agents and assistant secretary of the Security of Davenport, attended all the sessions and hobnobbed with his friends among the Iowa agents in the lobby.

E. S. Phelps of Burlington, who soon will have completed 50 years in the local business, was a familiar figure. For 25 years Mr. Phelps traveled for the North America as well as being in the local business. He was once president of the Fire Underwriters Association of the Northwest.

Frank J. Ney of the Fred L. Gray Company, Minneapolis, is as much at home at meetings of the Iowa association as at conventions of the Minnesota association, of whose executive committee he is a member.

A number of visitors stayed in Des Moines Sunday for golf, E. E. Crawford of Des Moines making the arrangements for play.

Will H. Harrison, Jr., son of the Iowa state agent for the National of Hartford, was in Des Moines on vacation and was present at the convention. Young Har-

ison is in the hail department of the Great American in Chicago.

F. H. Noble, manager at Des Moines for the American Surety, who returned just recently from a trip through Russia with Sherwood Eddy, was greeting old friends.

Among the field men on hand were C. D. Wherry, Hartford; P. J. Payseur, Phoenix of London; A. H. Alexander, St. Paul F. & M., and Fred E. Brake, Aetna.

S. E. Amsden, special agent for the United States Fidelity & Guaranty, was song master.

George Newman, formerly manager for the Western Adjustment at Des Moines, who is now 85 years of age, was presented to the convention by E. E. Crawford and was given affectionate applause and a bouquet. He is known to Iowa agents as "Uncle."

John J. Hall, director street and highway safety division of the National Bureau of Casualty & Surety Underwriters, was on familiar ground at the Des Moines meeting. He was born in Ida Grove, Ia., and made his home in Des Moines for many years. His father was once mayor of Des Moines.

Among the winners of the prompt attendance prizes of \$5 were Painter Knox of Council Bluffs and H. C. Burleson of Cedar Rapids.

Clifford De Puy, publisher of the "Underwriters Review," of Des Moines, was toastmaster at the banquet. Among the speakers was Mayor Lewis of Des Moines.

Commissioner E. W. Clark of Iowa drew a laugh when he said that the department needs a burglar alarm system to protect the \$408,000,000 securities under its supervision. "I don't want burglars to take \$408,000,000 out of my private fortune," Mr. Clark declared.

Iowa department earlier in the year. He said that fellowship and sociability of boards are valuable. They can do cooperative advertising to good effect. They eliminate many bitter fights between agencies.

In Centerville, the local board holds a meeting the second Tuesday evening of each month. Various questions are taken up. For instance, the Iowa standard policy was studied clause by clause. There was a session for discussion of an Iowa county mutual which had failed. A question box is conducted which proved stimulating.

Local boards have been advantageous to local communities, because the agents know better what they are selling.

F. W. Appel, manager at Des Moines for the National Bureau of Casualty & Surety Underwriters, told something of bureau activities. The Iowa branch has been in existence for 18 years.

J. W. Strohm, state fire marshal, was introduced. The Iowa fire losses the first six months of this year in rural districts are larger than for the entire year of 1931, he reported. Of those losses \$1,632,359 were "cause unknown." He said that over-insurance is a big problem.

McEniry Gives Welcome, Scherfe Gives Response

The address of welcome was made by Dan N. McEniry, and the response by W. A. Scherfe, the new president. Mr. Ford gave a brief report on his administration. This will be followed by a more complete written report later.

E. E. Crawford gave his report as chairman of the fire prevention committee. He urged agents to cooperate when inspections are made in their cities.

Sam T. Morrison gave his observations of the Cleveland meeting of the National Association of Insurance

Agents, which he attended as national councillor.

R. E. McLain, associate publisher, Iowa Insurance Service Bureau, gave an interesting blackboard talk, showing how rates are constructed.

W. L. Harding, former governor of Iowa, who is now a lobbyist, talked on the relation of business to government. He said that the average business man in thinking of politics feels that somebody must be "fixed." And the tendency on the part of politicians is to like it, he said.

While government is watching business, business must watch government, he said. Government, he declared, is just as honest as business because the same people are running both.

Mr. Harding said in lobbying he never appears at a legislative session. He gets citizens to appeal to their legislators for the causes in which he is interested. Legislators, he said, want lobbyists to "feed them, furnish them drinks and company." They know that if they pass what the lobbyists want, that these benefices will cease, so they keep the lobbyist on the string.

Royal H. Holbrook of the Iowa State college extension department, gave a rapid fire talk on Iowa and its products, agricultural and manufacturing.

A. H. Alexander, most loyal gander of the Iowa Blue Goose, brought greetings from his organization to the Iowa Agents. He reviewed the spirit in which the Blue Goose was founded and said it has grown to be a proud organization. He said that agents and field men should not band themselves together into separate organizations to maintain certain standards and agreements and then proceed to break the rules or cut the throats of competitors the next week or month. There should be no differences between the local agents and field men, he said.

Two Adjusters Are Heard by Iowa Men

T. J. Hession, Western Adjustment, E. R. Rust, Underwriters Adjusting, Discuss Problems

ASK HELP OF THE AGENT

Both Speakers Emphasize Importance of Proper Writing to Avoid Loss Controversies

Adjustment questions were given an important place on the program of the Iowa Association of Insurance Agents at Des Moines. T. J. Hession, manager at Des Moines for the Western Adjustment, and E. R. Rust, manager in Des Moines for the Underwriters Adjusting, spoke on this subject.

Mr. Hession emphasized the importance of properly writing the contract. There should be a complete meeting of the minds of the agent and the assured. He said that many adjustment delays are brought about because of failure of the various parties in interest being shown in the contract. He enumerated violations of other conditions which the agent should guard against, including vacancy, sole ownership, leased ground, assignment of interest, protection from further damage after the fire. He warned against over-insurance, pointing out that in the last six months there has been much controversy in the valuation of building and stocks of merchandise because of depreciation, although the insurance coverage has not been reduced.

Rust Discusses Auto Fire, Theft Adjustments

Mr. Rust talked on automobile fire and theft adjustments. He said that an adjuster gets into more trouble over a \$5 or \$10 automobile loss than over a \$10,000 loss of some other kind. He said no other commodity has such unwarranted depreciation as the automobile. Automobile manufacturers, he said, dominate the policies of their dealers and they are able to govern prices of second hand cars. He pointed out that a dealer may drive a car from the factory 300 or 400 miles and still sell the car as brand new, but if a buyer drives it around the block there is a tremendous depreciation. Since adjustments are based on the sound market value for cash of the automobile, it is difficult to make the assured believe his car has taken the depreciation that the market indicates. Practically all cars are worth more to the owner than they could get for them in cash. Every one, he said, feels his own car is the best on the road when something happens to it.

It is the adjuster's duty to see how justly a loss can be adjusted and a spirit of friendliness should exist between the assured and the adjuster, Mr. Rust declared.

The agents, according to Mr. Rust, too often accept the word and memory of the assured without investigation when the policy is written. The wrong serial number or the fact that additional insurance exists is not brought out. Mr. Rust estimated that 25 percent of the serial or motor numbers on policies covering stolen cars or automobiles destroyed by fire are wrong.

Mr. Rust told an interesting case, illustrating failure of agents properly to advise their clients at the time of the fire. In the absence of the owner of a dwelling, a chimney fire started and the neighbors among other things put a new

(CONTINUED ON PAGE 25)



SERVICE and TALL CORN

Iowa gives both—and with abundance. The field men whose names appear here are vitally interested in the welfare of their state and their Association of Insurance Agents. They cultivate service with the same zeal that the farmer cultivates his corn.

We sincerely greet all Iowa Agents who will find friendly, helpful Service when placing business through us.

IOWA

GREETINGS FROM

VICTOR H. MILLER

State Agent

**The Insurance Company
of the State of Penn**

711 Register & Tribune Bldg.
DES MOINES, IOWA

G. A. HOLLAND

State Manager

**MINNEAPOLIS FIRE
& MARINE INS. CO.**

All Fire and Marine Lines

711 Register & Tribune Bldg.
Des Moines, Iowa

RALPH A. ELLIOTT, Manager

MID-WEST DEPARTMENT

The Phoenix Insurance Company

CENTRAL DEPARTMENT

The Connecticut Fire Insurance Company

DES MOINES, IOWA

FIELDMEN: E. D. Shearer, A. W. Jennett, L. D. Whitton, H. H. Warner

L. A. WHITE, State Agent

GLENN D. PAINTER

R. J. HOPKIRK

GLENN L. PICKENS

Representing
ROYAL INSURANCE COMPANY, LTD.
NEWARK FIRE INSURANCE COMPANY
QUEEN INSURANCE COMPANY

505-10 Flynn Building

Des Moines, Iowa

CLYDE C. SMITH, State Agent

Securities Building
Phone: Office, 3-2630

Des Moines, Iowa
Res., 7-2761

MONARCH FIRE INSURANCE COMPANY
Cleveland, Ohio
COLUMBIAN NATIONAL FIRE UNDERWRITERS AGENCY

HARTFORD FIRE INSURANCE COMPANY

Citizens Insurance Company Hartford Accident & Indemnity Co.
Hartford Live Stock Insurance Company

Roy S. Ingham
Chas. D. Wherry
401 Old Colony Building

H. A. Karr
C. M. Turner

W. P. Scoble
J. C. Bowers
Des Moines, Iowa

LOYALTY GROUP

R. C. STONE, State Agent

F. R. SHERMAN, State Agent

FRANK J. WEBER, State Agent

Tel. 3-8106

Remember us on your new risk.
501 Insurance Exchange

Des Moines, Iowa

ART E. HOLM

NATIONAL LIBERTY

BALTIMORE AMERICAN

1016 Southern Surety Bldg.

DES MOINES, IOWA

Phone 3-3143

HARRY W. DUNKER

State Agent

National American Fire Insurance Co.
of Omaha, Nebraska

1806 Grand Ave.

Capital \$1,000,000.00

CEDAR RAPIDS, IA.

R. P. OSIER, State Agent, Representing

NORWICH UNION FIRE INSURANCE SOCIETY, LTD.
EAGLE FIRE COMPANY

704 Securities Bldg.

Des Moines, Iowa

J. A. Slater

W. N. Mintonye

E. M. McKinney

H. G. Zimmerman

ELLIS & McKINNEY COMPANY

Securities Building

GENERAL AGENTS

Des Moines, Iowa



DES MOINES UNDERWRITERS ASSOCIATION

Incorporated under Iowa Laws

"First" Local Association in Iowa

Pres.
Dan N. McEniry

V. Pres.
S. D. Butters
L. E. Crawford
M. S. Hammond

Secy.-Treas.
Wayne O. Dailey

PLEDGES its Hearty Co-operation and support to the State and National Associations and their principles.

WE heartily enjoyed the opportunity of being Hosts to the "Live Agents" of Iowa at the Annual Meeting and look forward to an early return visit.

Members

Ford-Petty Insurance Agency
Witmer-Kauffman-Evans Co.
Willcox, Hopkins & Mulock
Standard Insurance Agency
Sweeney-Fogerty Company
First Mortgage Corp. of Iowa
Upham Bros. Company
A. J. Verran Company
Keith B. Merrill, Inc.
Dan N. McEniry

S. D. Butters & Co.
Jno. T. Christie Co.
C. Ray Brand
Sturges Ins. Agency
S. W. Dorsey & Co.
J. Gottlieb & Son
Henry A. Howell
Mott S. Hammond Co.
Crawford-Ruhmland
Chamberlain Kirk Co.
J. J. Jester & Sons

DAVENPORT AGENTS

EUGENE WALSH JOHN HYNES
SNIDER, WALSH & HYNES
General Insurance
Representing 45 Companies Davenport, Iowa
Corner Third and Perry Streets

JOE H. THUENEN
Insurance
Kresge Building Davenport, Iowa
American Alliance, North British & Mercantile, Orient, Security of Iowa,
Massachusetts Bonding

EDWARD L. RUHL C. ARTHUR RUHL
RUHL & RUHL
Established 1862
217 Main St. Davenport, Iowa
"Insurance That Protects"

STEFFEN & McHARG, Inc.
Insurance
A. T. STEFFEN President F. E. McHARG Secretary-Treasurer
307 Ripley St. Davenport

12 ATTRACTIVE PICTURES AND SALES CAPTIONS **12**
that help you sell more insurance
Send 10 cents today and get a sample of the NEW
1933 National Underwriter Insurance Calendar, A-1944
Insurance Exchange, Chicago.

C. E. Ford Presides at Busy Session

(CONTINUED FROM PAGE 19)

selected R. J. Hopkirk of Fort Madison. Next year's convention will be held in Fort Madison.

Just before adjournment, there was lively interest in a resolution offered by the Des Moines agents requesting the Iowa association to memorialize the National Association of Insurance Agents to help clear up the so-called Des Moines situation. Such a resolution was adopted. This has been a recurrent subject in Iowa. The Des Moines agents are bitter over what they allege is the promiscuous appointment of agents by companies and by some general agencies and about rebating, which they feel is more prevalent in Des Moines than in other places. Robert Evans of Des Moines was largely instrumental in having the resolution introduced. Most of the time of the executive committee session the morning of the first day of the convention was devoted to discussion of the Des Moines situation, led by Mr. Evans.

Say Appeals to Company Organizations Futile

Some of the agents in other parts of the state felt that this was a local problem and hesitated to have the Iowa association go on record. In the preamble of the resolution it was stated that appeals to no avail had been made to the Western Underwriters Association to reform Des Moines and that an appeal to the Insurance Executives Association received an unfavorable response. In the resolution the Iowa association "goes on record as being unalterably opposed" to branch office operations, promiscuous appointment of non-policy writing agents, rebating, the furnishing of free telephones, stenographic and other services to agents, and the overhead writing of business by field men. The Iowa association is instructed to present the problem at the Philadelphia meeting of the National association and if reform is not obtained that the names of the offending companies be made known.

Suggests Other Cities Be Named in Resolution

Mr. Scherfe and Mr. Hull suggested that other cities in the state be listed along with Des Moines as being afflicted with the same problem. Fred W. Colvin, who reported for the resolutions committee, said that the Des Moines people have specific evidence which they are willing to present and for that reason the resolution should be restricted to Des Moines. Therefore the resolution was adopted as introduced.

Other resolutions commended Mr. Ford for his energy, the Des Moines association for its hospitality; expressed appreciation to the speakers and especially to President W. B. Calhoun of the National association; pledged co-operation with the National association; reaffirmed the intent to work for a reasonable qualification law to check pernicious rate discrimination and rebating; recommended that the members importune legislators to support the insurance department with adequate appropriations, and pledged the association to support accident prevention work.

The attendance trophy, which was offered last year by the Sioux City board, for presentation to the local board sending the largest number of representatives to the annual convention, went this year, as it did last, to the Council Bluffs association. Out of 10 members, there were eight on hand from Council Bluffs.

Membership Stands at 311—Last Year It Was 247

The remarkable membership results were announced early in the session by President Ford. The association, as of Sept. 1, had 311 members, as compared with 247 a year ago. This is an increase

Active in Iowa



JOHN HYNES
Davenport

John Hynes is one of the wheelhorses of the Iowa association. He served as its president in 1922.

of 20 more than 50 percent of the membership five years ago. The Iowa association is one of four state organizations that have fulfilled their membership quota, as laid down by the National association, this year.

A contribution of \$200 from the companies for so-called "adopted membership" helped in the membership drive, according to Mr. Ford.

Mr. Speers, reporting as chairman of the executive committee, recalled that solicitors were paid \$2 commission for getting members and the ranks were increased slightly by this means. The National association was requested to send an organization man to get new members and form new local boards. A letter from George M. Scott of the National association was read, paying tribute to the Iowa association for its membership results.

In the course of his address, Mr. Calhoun said that Percy H. Goodwin, past president of the National Association of Insurance Agents, some time ago received an anonymous letter with an Iowa postmark, attacking the recipient in a scurrilous manner. This, according to Mr. Calhoun, had offended Mr. Goodwin greatly.

Vote of Confidence Is Given Enthusiastically

Thereupon President Ford called for a rising vote of confidence in Mr. Goodwin, which was enthusiastically done. The tension was relieved when J. R. Vaughan of Waterloo suggested that possibly the author of the letter was a transient, perhaps being from Milwaukee. This quip drew a laugh, since Milwaukee is Mr. Calhoun's home.

Telegrams of greetings were read from E. T. Cairns, vice-president of the Fireman's Fund, and H. P. Guiney of Sioux City, past president of the Iowa association. There was a telegram from Walter J. Chase, general chairman of the Philadelphia meeting of the National association, urging Iowa agents to be on hand for the big gathering.

After presentation of arguments favoring the inclusion in policies of a clause providing for automatic cancellation for non-payment of premiums by Mr. Colvin and considerable criticism, some of it adversely so, the Iowa association adopted a resolution endorsing the automatic cancellation clause principle.

Sam T. Morrison of Iowa City was named national councillor of the association. Chester Ford was made delegate to the national convention and chairman of the legislative and membership committees.

Asks State Aid



R. M. EVANS
Des Moines

Mr. Evans was largely instrumental in having the Iowa association adopt a resolution on the so-called "Des Moines situation."

Two Adjusters Are Heard by Iowa Men

(CONTINUED FROM PAGE 22)

davenport on the lawn. The fire was extinguished and the owner returned. The agent told the assured not to move anything until after the adjuster had arrived. Accordingly the davenport was left outside. It was drenched by rain and the assured was furious because the insurer wouldn't pay the loss of the davenport.

Advertising Conference Announces Its Program

(CONTINUED FROM PAGE 4)

original art work used by fire and casualty companies in connection with their magazine, poster and trade journal advertising.

Arrangements have been made by General Convention Chairman Clarence A. Palmer for reduced fares on all railroads.

It is hoped executives will attend. In order to keep the cost as low as possible the banquet will be omitted.

Propose 10 Percent Boost on Unprotected Fire Risks

(CONTINUED FROM PAGE 5)

were later assumed by other companies in the same agencies, who suffered heavy losses.

Another point brought out was laxity of agents in watching underwriting features. Numerous cases were cited in which the agent, being advised by one company after inspection that the risk was undesirable from an insurance standpoint, reissued policies in another company.

Proposal a Compromise

The proposal to increase the rates 10 percent, the underwriter said, was more or less of a compromise without any expectation that it would make up for terrific losses the companies have suffered. He said some risks could be re-written at a 5 percent increase while others would require boosts of more than 100 percent. Allowance was made for risks which would be lost as a result of the increase, as well as psychological reac-

tions with agents and the insuring public.

Much Unprotected Property

While deploring the gradual reduction of rates for this type of business, which, he said, was caused by "competition among ourselves," and emphasizing that over-insurance of valueless property has been a consistent factor in building an expensive loss ratio, he pointed out that unprotected and farm properties constitute a large part of the business on the Pacific Coast, which makes even more important a system of regular, and organized inspections.

Sentiment for Bureau

Discussing farm risks, which are also still high in the loss charts, it was brought out that there is growing sentiment in Pacific Coast executive circles for establishment of a farm property rating and inspection bureau, supported, owned and controlled by all companies desiring to maintain membership. Months of study have indicated that such a bureau would go farther toward solving the farm risk question than periodic increases in rates and modifications of policies.

Basing the opinion upon experience of the company having two men devoting their entire time to inspections of farm and unprotected risks, the underwriter stated that if it has paid this one company, frequently at the later expense of another, such a bureau would go a long way toward alleviating the "pain" of underwriting farm business in California.

See Commission Reduction

There also appears to be a growing opinion that the commission on farm business on the Coast will be reduced shortly to about 15 percent. "This is bound to come," said a well known fire company executive. "It is inconceivable that the companies can continue to pay the present rate of commission with the loss ratios running from 80 to more than 100 percent."

Under the plan suggested for a farm inspection and rating bureau, field men would grade risks according to their findings, which would permit of a more logical method of selection and rating.

Strong Sentiment for Livingston to Have Second Term

With Mrs. M. A. Ferguson seemingly nominated for governor of Texas, which is tantamount to an election, there will probably be a clean sweep in the insurance department. Texas has three insurance commissioners, life, fire and casualty. W. A. Tarver, the life insurance commissioner, is chairman of the commission and is first vice-president of the National Convention of Insurance Commissioners. W. S. Pope is the casualty commissioner and has charge of rates of casualty companies, especially compensation rates. R. S. Mauk is the fire insurance commissioner and is head of the fire rating department.

Judge Tarver is in line for the presidency of the National Convention of Insurance Commissioners and if his tenure of office were secure he undoubtedly would be elected when Commissioner Livingston of Michigan retires. There has been much demand all over the country that Commissioner Livingston be reelected president again this year, thus giving him two terms. His administration has been highly successful. He has been very conscientious and painstaking. In this connection the commissioners have high praise for the manner in which Commissioner Jess Read of Oklahoma has conducted the office of secretary of the convention, a very important one in its machinery.

National Underwriter Calendars are the best form of insurance advertising. Write for details.

DUBUQUE FIRE & MARINE INSURANCE COMPANY

DUBUQUE, IOWA

Organized 1883

as of January 1, 1932

Cash Capital	\$1,000,000.00
Reserve	3,068,902.13
Net Surplus	881,226.80

A STRONG, conservative Iowa company that has been thoroughly tested by Iowa agents and policyholders for almost HALF A CENTURY. There should be a place in your agency for this Home State company writing fire, automobile, tornado, earthquake and sprinkler leakage.

CHARLES J. SCHRUP
President

S. F. WEISER
Secretary

OLIVER G. SCHRUP
Treasurer

IOWA AGENTS:

Why experiment?

All you want in a company is found in this strong Home State company.

Dependable stock company protection
financial strength
unexcelled Home Office Service
Helpful Merchandising ideas.
prompt, friendly settlements
personal Home Office contacts
immediate decisions

Policyholders prefer policies placed with a Home State company. Iowa agents are invited to telephone us about a special proposition.

IOWA
NATIONAL
FIRE INSURANCE
COMPANY
DES MOINES, IA.

Fire
Lightning
Tornado
Automobile

Capital
\$200,000

Security to Appeal the Move of H. J. Mortensen

(CONTINUED FROM PAGE 16)

municipal court. The company appealed the case to the federal courts, and it was this that brought the revocation order.

Although the company maintained, in the hearing before the commissioner, that it was standing on its constitutional rights in appealing the case to the federal courts, Commissioner Mortensen held that it had relinquished these rights by an instrument given on its entrance into Wisconsin, and that it had "broken faith" with the state.

Magee Heads St. Paul Board

Mrs. A. C. Mitchell on Executive Committee—Becomes First Woman Officer of Organization

ST. PAUL, Sept. 14.—At the annual meeting of the Insurance Exchange of St. Paul, John P. McGee of W. A. Lang, Inc., was elected president; Glen Morton, American Insurance Agency, vice-president; W. S. Gilliam, secretary-treasurer. Members of the executive committee are Mrs. A. C. Mitchell, St. Paul Insurance Agency; H. H. Adams, Cathcart & Maxfield; J. A. Lagerman, Davis & Lagerman, and H. H. Matteson, Matteson Company.

Mrs. Mitchell who is manager of the St. Paul Insurance Agency, is the first woman ever elected to an official post by the exchange. She is one of the few women in the Twin Cities actively engaged in the general insurance business and it is believed that she is the only one in this part of the country to hold such an office.

Mrs. Mitchell has just rounded out 24 years of experience in the business, all of it in the same agency. She began as stenographer and policy clerk for D. D. Smith, when he conducted the St. Paul Insurance Agency. When the business was taken over by Cushing & Driscoll several years ago, Mrs. Mitchell continued with the agency. Four years ago she was made manager. She is regarded as one of the best informed insurance agents in St. Paul.

Minnesota Fire Prevention Committees Are Announced

MINNEAPOLIS, Sept. 14.—The new executive committee of the Minnesota State Fire Prevention Association, just

announced, includes D. I. Bergwin, C. W. Cartwright, O. L. Daneke, L. F. Daniel, R. L. Hanson, G. V. B. Hill, L. L. Law, J. H. Lewis, Jr., T. G. Linnell, H. B. Lucky, C. H. Ludwig and A. E. Schroeder. Committee chairmen are: Scout, R. J. Jordan; speakers, T. G. Linnell; fire department and ordinance, A. B. Davis; public relations, G. V. B. Hill; school, D. I. Bergwin; inter-chamber fire waste, W. A. Yoder.

Morris W. White is president; R. E. Cropsey, vice-president, and W. W. Belford, secretary-treasurer. Five towns were inspected last year and five the year before, including Minneapolis, which is the largest city ever inspected by a fire prevention association. The association plans to inspect more towns the coming year than ever before.

Form Faribault Board

The Insurors Association of Faribault, Minn., has been organized with these officers: Fred G. Degen, president; John Kasper, vice-president; Ruge Fleckenstein, secretary-treasurer. Members of the executive committee are Harry B. Smith, Archer Young and Mabel Barrett.

Minnesota Field Club Meets

MINNEAPOLIS, Sept. 14.—Seventy were in attendance at the bi-monthly meeting of the Minnesota Underwriters Association in Minneapolis. Honorary members elected were W. L. Akers, H. C. Edmundson, M. B. Ryon, W. J. Tippery and C. O. Young. A new publicity committee was appointed with J. A. Weeks as chairman. R. L. Hanson, Liverpool & London & Globe, president of the association, presided.

Northwest Fire School On

The fifth annual Northwest Fire School opened in Minneapolis Sept. 12, with a registration of 185 for the first day, the largest number yet in attendance on the first day. The school extends until Friday afternoon. It was inaugurated about four years ago, and last year a state school was held in South Dakota for the first time.

Fight Fire Protection Cuts

ST. PAUL, Sept. 14.—Insurance men in the Twin Cities are opposing economy moves that would cripple fire protection. The St. Paul Insurance Exchange has named a committee to confer with the city comptroller in an effort to ward off a proposed cut in the fund allotted for the fire prevention bureau.

Charles J. Lund, manager of the General Inspection Bureau, has sent a let-

Jackson Capitalizes on Home Office "Sentence"

John E. Jackson, state agent in Minnesota for the Home, is back in Minneapolis after spending a month at the home office in New York, while David Weiss, examiner from the home office, worked in Mr. Jackson's office, following a practice of exchanging field and home office personnel for limited periods.

Mr. Jackson capitalized the situation by sending stickers to agents throughout the state, to be attached to dailies on new risks sent to the home office. The sticker stated that Mr. Jackson had been "sentenced" to 30 days at the home office, and one new risk with the sticker attached meant he could have special favors, two risks meant he could go out nights, and three new risks with the sticker attached meant he would have further honors.

Whenever new business came into the home office with the sticker attached, a card was returned with Mr. Jackson's signature, reading, "Thanks for the liberation," and picturing him leaving the jail.

Mr. Jackson reports that the stunt brought in a great deal of new business.

ter to the Minneapolis city council urging that the proposal to abandon one of the fire stations be dropped. Closing of the station would be dangerous, Mr. Lund said, and in response to his request the committee voted to recommend that the station be retained.

Wisconsin Blue Goose Activities

MILWAUKEE, Sept. 14.—The Wisconsin Blue Goose will resume its activities with a luncheon Sept. 17. The pond will hold a business meeting and splash in October, followed by a dinner dance, to which the Wisconsin Women of the Blue Goose will be invited. Mrs. C. R. James, wife of the special agent for the Aetna, is president of the women's auxiliary.

More Beloit Suits Filed

BELOIT, WIS., Sept. 14.—Additional suits totaling \$32,975 have been filed against the Wisconsin Power & Light Co., as a result of the explosion and fire which caused extensive damage in the business district here Dec. 5, 1930.

A number of insurance companies are joined with Joseph Weber, and Henry Mills of the Weber-Mills Clothing Co. in the largest of two actions. The companies ask \$16,000 and the clothing firm

\$13,518 for damage to stock, merchandise, furniture and fixtures not covered by insurance. In the second action a number of smaller claims are grouped, including those of the London Guarantee & Accident, \$320; U. S. Fidelity & Guaranty, \$269; Hartford Accident, \$48.

The E. L. Chester Co department store, was awarded \$96,000 damages against the utility company some time ago for almost total loss to stock and fixtures. Several other suits are still pending.

Allot Minneapolis School Cover

MINNEAPOLIS, Sept. 14.—The Minneapolis school board has decided to divide its \$15,000,000 fire insurance between mutual and stock company agencies on the basis of the amount of municipal taxes paid. The mutual agencies pay but 15 percent of these taxes and will thus receive 15 percent of the business, to be distributed among those agencies according to their individual tax payments. It is also announced that an 80 percent coinsurance clause will be substituted for the 60 percent clause formerly included.

Plan for Wisconsin Meeting

MADISON, WIS., Sept. 14.—Plans for entertainment of the Wisconsin Association of Insurance Agents here Oct. 7-8, were discussed by the Madison Board at a dinner meeting.

Entertainment will be in charge of a committee which includes R. J. Neckerman of the Neckerman Agency, chairman; P. O. Fish of Fish & Schulkamp, and Theodore Herfurth.

During the convention the Madison Board will establish headquarters at the Loraine Hotel. The board will provide transportation for agents who wish to attend the Wisconsin-Iowa football game here Oct. 8.

New Attack on Brown

ST. PAUL, Sept. 14.—Another demand on Governor Olson to remove Commissioner Garfield W. Brown has been made by Dell Kanar, general agent for the Provident Life & Accident, who charges that the commissioner "wrongfully and unlawfully" issued licenses to two companies which have not complied with state laws and that he permitted a third company "to ignore the provisions of the law in respect to verified reports and annual statements." Commissioner Brown characterizes the charges as "tommyrot."

Several months ago Z. H. Austin filed charges against Commissioner Brown and a lengthy hearing was held on them before a referee. The testimony

MARSH & McLENNAN

Insurance

FIRE
CASUALTY

LIFE
MARINE

BOND
AUTOMOBILE

164 West Jackson Boulevard, CHICAGO

NEW YORK
MINNEAPOLIS
BUFFALO
BOSTON
PITTSBURGH

DETROIT
COLUMBUS
INDIANAPOLIS

CLEVELAND

LONDON

MONTREAL
PHOENIX
WINNIPEG

DULUTH

SAN FRANCISCO
LOS ANGELES
PORTLAND
SEATTLE
VANCOUVER

in this case is now in the hands of Governor Olson but he has made no decision and it is understood he has not yet even had the time to examine the record.

Plan Wisconsin Inspections

MILWAUKEE, Sept. 14.—Plans for inspections in various cities and for participating in the observance of Fire Prevention Week in October were discussed by the executive committee of the Wisconsin Fire Prevention Association at a meeting in Milwaukee. Although definite dates have not yet been decided upon, it is planned to hold one-day inspections at Ladysmith in September, Wisconsin Rapids in October, and Green Bay in November.

Will Expand Their Agency

The Jacobson-Wilson-Johnson Company of Minneapolis with offices in the Security building, which purchased the Schunk agency, has revamped the business and members of the firm are now trying to extend their operations, becoming general agents for all lines of insurance in the state. At the present time they are writing only a local business. The partners are D. W. Johnson, Tollef Jacobson and W. T. Wilson. All have had splendid business experience. They intend to write fire, casualty, life insurance and surety bonds.

Check on Wisconsin Licenses

MADISON, WIS., Sept. 14.—The Wisconsin insurance department is checking up on agents and adjusters to determine whether they are properly licensed. A great many adjusters were found to be without licenses. Where these cases are discovered, the department is calling attention to the law, and urging proper action. In a few cases the penalty has been invoked.

Agents were reported generally to be properly licensed.

Wins Mutual Scholarship

Miss Barbara Jane Pearl of Crosby, Minn., has been given the scholarship

award of \$2,000 in cash for her essay on "Mutual Fire Insurance, Its History, Development and Future." The donor was the Federal Hardware & Implement Mutuals, consisting of the Retail Hardware Mutual Fire of Minneapolis, Minnesota Implement Mutual of Owatonna, and the Hardware Dealers Mutual of Stevens Point, Wis. D. F. Raihle was chairman of the scholarship committee. Miss Pearl is 17 years of age and graduated from high school last year. She plans to take a six year course at Antioch college, Yellow Springs, O.

Liscomb Minnesota Delegate

Charles F. Liscomb, formerly president of the Minnesota Association of Insurance Agents and the new national councillor, will represent the Minnesota association at the annual meeting of the National Association of Insurance Agents in Philadelphia.

Frank S. Preston, president, and P. H. Ware, manager of the Minneapolis Underwriters Association, will attend the Philadelphia convention as the delegates of the Minneapolis association.

Regional Meeting at Austin

A regional meeting of fire and casualty agents of the 30 southernmost counties of Minnesota will be held in Austin Sept. 21.

Wisconsin Notes

P. F. Adler, secretary of McCallum Insurance, Inc., Milwaukee agency, died there Sept. 9.

The Wisconsin Builders & Finance Corporation of Milwaukee, which had an insurance department, has filed a resolution of dissolution.

McCallum Insurance, Inc., is the new name adopted by McCallum, Adler, Clayton & Nash, Inc., of Milwaukee. C. R. McCallum is president and P. F. Adler, secretary.

Frank H. Daniel, chief engineer of the Wisconsin Fire Insurance Rating Bureau, Milwaukee, was elected president of the Wisconsin Archers' Association at the annual meeting following a tournament at Madison, Wis.

IN THE MISSOURI VALLEY

Plans for Kansas Meeting

Salina Insurance Board is Preparing to Entertain the Visitors at the Convention

The Kansas Association of Insurance Agents, which will hold its annual meeting Oct. 13-14 at Salina, has as the official host the Salina Insurance Board of which George T. Fisher of the Eberhardt-Fitzpatrick Agency is president. All meetings will be held in the Masonic Temple. The program is now being completed. A number of nationally known insurance men will speak. The Salina local agents are making plans to entertain a good sized crowd. In addition to the regular banquet there will be a luncheon and golf for visiting agents. Delegates will attend the local theaters as guests of the Salina Board. Special arrangements will be made to entertain ladies accompanying delegates.

Luncheon and Pictures

A special invitation has been extended to the ladies by Mrs. Stanley Richards, Mrs. Henry Eberhardt, Mrs. Geo. T. Fisher and Mrs. Ralph Anderson. A luncheon party and picture show have been planned for their entertainment.

Friday morning at 8 o'clock there will be a breakfast for presidents and secretaries of local boards in charge of F. T. Priest of Wichita, Kansas councillor. In the golf tournament there will be one prize for the field men with all other prizes for the visiting agents. Salina agents will not compete for the prizes.

Nebraska Seeks Hail Notes

State Starts Action Against Officers of Lincoln Hail and Western Finance Corporation

Refusal and neglect of C. A. Lynch and W. R. Lynch, former officers of the Lincoln Hail, and G. C. Duling, president Western Finance corporation, which handled its premium notes, to carry out their agreement with the Nebraska insurance department is alleged by the latter in an action filed in district court at Lincoln in which the parties are asked to show cause why they shall not turn over to special agents of the department all premium notes and information as to those where judgment has been secured or collections made partially or wholly. The case has been set for hearing Sept. 19. F. A. Wood and M. Wirtzenburg, special agents of the department in charge, claim that the defendants have not kept their part of an agreement, and ask that the contract be cancelled.

Lincoln Asks Lower Rates

LINCOLN, NEB., Sept. 14.—Secretary Whitten in behalf of the chamber of commerce has made a written request to the Nebraska Inspection Bureau for a lower base rate on fire insurance for the city. He points out that the present rates were made at a time when there was grave doubt as to the sufficiency of protection because of the heavy demands on the water supply in the summer, and that since then the deficiencies

PROGRESS IS ON FOOT



—now as ever
for the alert agent



Will Wrightem
Field Correspondent

THE YORKSHIRE
INSURANCE CO. LTD.
LONDON & PROVINCIAL
MARINE & GENERAL INS. CO. LTD.
SEABOARD
FIRE & MARINE AND THE
YORKSHIRE
INDEMNITY CO. OF N.Y.
80 JOHN STREET
NEW YORK CITY

NEW YORK UNDERWRITERS INSURANCE COMPANY

CAPITAL \$2,000,000

A. & J. H. STODDART, General Agents

100 William Street - - - - New York City

FIRE - AUTOMOBILE - WINDSTORM
BUSINESS INTERRUPTION INDEMNITY

12 Attractive Pictures and Sales Captions 12
that help you sell more insurance
Send 10 cents today and get a sample of the NEW 1933
National Underwriter Insurance Calendar, A-1946 Insurance
Exchange, Chicago.

A SEVERE TEST

TIMES like these provide a severe test for business men. Only the most efficient will survive. Local agencies which are lacking in system, where details are neglected, and where there is no intelligent, aggressive sales plan are the most likely to drop out of the picture. But those agents who are eliminating lost motion, speeding up sales efforts, and taking advantage of the many opportunities for additional business are forging steadily to the top.

THE CAROLINA INSURANCE COMPANY

A Strong Company

59 MAIDEN LANE



NEW YORK, N. Y.

INCORPORATED 1879

PROVIDENCE WASHINGTON INSURANCE CO. of Providence, R. I.

Capital \$3,000,000

Surplus to Policyholders, \$6,049,041

INCORPORATED 1928

ANCHOR INSURANCE COMPANY Providence, R. I.

Organized and Owned by the Providence Washington Insurance Co.

Capital \$1,000,000

Surplus to Policyholders, \$1,353,608

Each of these Companies writes the following classes of Insurance

FIRE—TORNADO—OCEAN and INLAND MARINE
AND THEIR ALLIED LINES
AUTOMOBILE—FIRE, THEFT and COLLISION

COMBINED POLICIES
AUTOMOBILE—FULL COVERAGE
GOLFERS' EQUIPMENT and LIABILITY
WITH

MARYLAND CASUALTY COMPANY

INCORPORATED 1832

VIRGINIA FIRE AND MARINE INSURANCE CO. Richmond, Va.

Capital \$500,000

Surplus to Policyholders, \$850,607

FIRE TORNADO
SPRINKLER LEAKAGE AUTOMOBILE INSURANCE

WESTERN DEPARTMENT: 175 W. Jackson Blvd., CHICAGO, J. R. Cashel, Manager

have been remedied. The water line to Ashland tapping the Platte river provides an inexhaustible water supply, new and larger mains have been laid in the congested districts, more fire stations added, and the department fully motorized.

Frank Stanberry of the Nebraska Inspection Bureau said he had sent Mr. Whitten's letter to Clarence Goldsmith, assistant chief engineer for the National Board, with the suggestion that a re-survey of the city be made as soon as possible in order that the claims of the city to a reduced base rate may be properly considered. Mr. Stanberry said the city in the last two years has taken in much additional territory in the form of several large suburbs, which is a factor to be considered, since the number of fire stations serving the whole area is important, as well as whether each is sufficiently manned.

Beveridge Joins C. O. Talmage

C. O. Talmage, president of the General States Insurance Corporation of Omaha, conducting a general agency, announces W. H. Beveridge of Omaha as secretary-treasurer, succeeding J. B. Brain, Sr., who becomes a vice-president. Mr. Beveridge is a native of Iowa and during the last 15 years has been in Omaha, graduating from the central high school in 1918, followed by a year's banking experience. He then went to Dartmouth, specializing on business administration. Since graduating in 1923 from that institution he has been giving his attention to life insurance and sales management work. His father, J. H. Beveridge has been superintendent of the Omaha public schools for 17 years.

Push Iowa Safety Campaign

DES MOINES, Sept. 14.—A campaign to eliminate the fireworks hazard and every other preventable hazard to life and property will be carried into every county in Iowa by the safety committee of the Iowa Fire Prevention Association. A safety committee is being formed in each county to consist of the fire chief of the county seat town, the county superintendent of schools, the chairman of the women's department of the county farm bureau, the county

chairmen of the Parent-Teacher Associations, women's clubs and American Legion auxiliary. The state fire marshal has sent letters to every fire chief in the state, setting forth the campaign plan and urging them to cooperate.

The first objective of the campaign will be to secure anti-fireworks ordinances in each municipality, barring the general use of explosives but allowing supervised community or club fireworks displays. Sixty-two Iowa municipalities have already passed such measures.

Nearly Three Million Paid Out

TOPEKA, KAN., Sept. 14.—Commissioner Hobbs has distributed \$2,804,962 of impounded fire premiums to policyholders involved in the long rate litigation. There are 93,874 checks, representing \$174,300, still outstanding. Some of these are in the hands of the owners but have not been presented for payment. The others were mailed out to the addresses given on the policies but were returned to the department. They represent firms which went out of business, partnerships dissolved, firms sold, owners died and other causes. Many of the checks never will be delivered as all trace of the owners has disappeared.

Kansas Fire Loss Increases

Kansas fire loss in August was \$468,562, an increase of \$32,920 over July, Douglas Graham, state fire marshal, reports. There were 217 fires in the month.

Kansas Notes

The L. L. Taylor & Co. agency, Dodge City, Kan., has been purchased by the Kansas Abstract Company of that city.

Maud McKinney, whose father was for many years a well known insurance man in southern Kansas, has opened a local agency at Iola, Kan.

Public school property at Garden City, Kan., has been placed under general form coverage with 90 percent coinsurance through the local agents of stock companies.

W. J. Bauerle of the Dulaney, Johnston, Yankey & Priest agency has been appointed chairman of the fire prevention committee of the Wichita Credit Men's Association.

STATES OF THE SOUTHWEST

High Dwelling Loss Ratios

Floyd West of Dallas, Tex., Comments on the Situation as He Sees It

Floyd West of Dallas, general agent for Texas, in writing to one of the companies regarding the dwelling house loss ratio in the south and southwest, refers to a communication in THE NATIONAL UNDERWRITER some weeks ago in which it was suggested that there is no more moral hazard in the south than elsewhere. Mr. West says:

"I am inclined to believe that the writer of the article has too much of the 'milk of human kindness' in his make-up, and either puts on his 'rose-colored glasses,' when he comes face to face with moral hazard, or dodges the issue, because of his native instincts or environment. His argument that there is no more moral hazard south of Mason and Dixon line than elsewhere cannot stand up in the face of the very simple question: 'Why do the companies experience heavy losses on dwellings written in a given locality, and consistently derive a nice profit from exactly the same class of structures in a locality immediately adjacent to the one in which they have experienced unsatisfactory losses?' Again, we can show you a number of outstanding examples, based upon a five or 10-year record in this office, where an agent for one of our companies in a town, has made a

nice profit for the company. An agent right across the street, representing another one of our companies, consistently produced many losses.

"In view of the fact that four generations of my family were reared, and resided continually (during their presence here in this sphere) south of the Mason and Dixon line, I have no hesitancy in speaking my mind freely about the subject at hand. Our high losses are caused principally from moral hazard. Unquestionably, the existing rates in this state are not sufficient to pay the honest losses, and the dishonest ones. Our records disclose one case after another, where we have inspected an agent's business, due to heavy losses, and reduced the insurance on many units, and promptly changed the figures into the profit column for our companies. No one could logically argue that reduction of insurance resulted in a hardening of the walls of the dwelling. The same old ship-lap, with knots in it, and cheap canvas, and attractive paper, are there; but a profit cannot be made out of a fire; and the result is that the rates meet the outgo."

Seek Van Schaick in Oklahoma

OKLAHOMA CITY, Sept. 14.—In response to an invitation from President Ansel Earp of the Oklahoma Association of Insurers, Commissioner Jess G. Read and Manager Stanley Draper of the chamber of commerce, Commissioner G. S. Van Schaick of New York has agreed to stop here Oct. 21 on his

way home from the commissioners' meeting in Dallas and speak at a joint meeting of the insurance fraternity and the chamber of commerce if it is possible.

A similar response was received from Walter H. Bennett, secretary National Association of Insurance Agents, who

was invited to address the annual convention of Oklahoma Association of Insurers in session here that day.

President Earp has called a meeting of the executive committee for Sept. 15 to discuss agency qualification laws for Oklahoma, the compensation rate question and plans for the convention.

IN THE SOUTHERN STATES

Center on High Loss Cities

Kentucky Fire Underwriters Association Undertakes Extensive Improvement Program

LOUISVILLE, Sept. 14.—The Kentucky Fire Underwriters Association has undertaken an ambitious program in the hope of reducing fire loss in a number of cities where losses have been unsatisfactory, where fire departments are not properly manned and maintained, or other conditions are unsatisfactory.

The program under consideration carries with it a plan for introducing the 75 percent maximum insurance, which has been used successfully in Missouri and Oklahoma, if other efforts fail. Before merchants and business men would see their towns limited to 75 percent coverage they would make a fight for improved fire fighting facilities.

The committee in charge includes Herbert Robertson, Hanover; Marshall Mellor, Home; Paul Wilson, Phoenix of Hartford; Beckham Triplett, Queen and Royal; Grover Galloway, North British; W. H. Strossman, Hartford; Raymond Watson, Northern, and E. A. Parsons, Standard and Tokio, who was asked in to represent the non-affiliated companies.

Sub-committees were named to see what could be done in securing cooperation of authorities in Ashland, Mayfield and Middlesboro. Following this work, similar efforts will probably be undertaken in Hazard, Pikeville, Corbin, Pineville, Paintsville, Harlan and others.

Named Grand Guardian at Blue Goose Meeting



T. RAY PHILLIPS

T. Ray Phillips, state agent in Oklahoma for the America Fore group, was elected grand guardian of the Blue Goose at Chicago. Oklahoma has for many years sought recognition on the grand nest. Several years ago the late Guy Fuller was defeated by W. F. C. Fellers, retiring most loyal grand gander, and the Oklahomans then decided that when the time next arrived for the south to get representation on the grand nest, Oklahoma would not be downed. Mr. Phillips was put forward well in advance of the meeting and some last minute opposition collapsed.

Southeastern Horizon Is Dark

Langdon C. Quin Reports Premiums Off 10 Percent While Losses Increase—Separation Observed

ATLANTA, GA., Sept. 14.—A 10 percent decrease in premiums and an increase in losses mark the insurance situation in the southeast according to Langdon C. Quin, president Hart & Quin, Atlanta general agents, and president American Association of Insurance Agents.

"Losses in the southeast for the first six months of this year are considerably in excess of the same period last year," said Mr. Quin. "I would estimate that the percentage of losses is some ten points higher than the six months' record of 1931. Unprotected risks continue to contribute a majority of losses, particularly dwellings. There have been numerous fires in unprotected communities, adjacent to the larger cities, and many companies are reducing their net lines on this class. Fourth class town business has also produced more than its share of losses. The record on farm business continues unprofitable, but it is hoped that the recent rate increase, and the decision of the Southeastern Underwriters' Association companies to require signed applications by the assured, on farm risks, will tend to improve the situation.

Tighten Up Underwriting

"Companies are showing a tendency to tighten up in their underwriting ideas, and offerings are scanned very carefully. Unprofitable agencies are being terminated and we have noted withdrawals by leading companies from towns where the record over a period of years has proven consistently unprofitable.

"The separation rule is being observed by the organization companies, both with respect to non-board stock and mutual competition. With the majority of companies premiums continue to decline. I would say off hand that the average shrinkage for the first six months is 10 percent.

Collections Not Improved

"The collection situation has shown little improvement, and quite a number of agencies have found themselves financially embarrassed. This condition seems to be more prevalent among the larger agencies, and can be attributed in part to the fact that some agencies failed to properly reduce their overhead at the beginning of the depression. No great improvement can be expected in collections until there is some general upturn in business, which will be reflected in an increased volume of premiums."

Concern Over Alabama Bills

Several bills levying increased taxes on companies have been introduced in the Alabama legislature, and company representatives and the legislative committee of the Alabama Association of Insurance Agents are busy in an effort to defeat them. One bill which has already passed the house and been approved by the senate committee would increase the tax on companies operating in Birmingham from one-half of 1 percent to 2 percent of gross premiums collected in the city, for the benefit of the firemen's pension fund. In 1932 underwriters paid over \$7,625 for this fund and the proposed increase would quad-

P. F. & M. Agents do business with the encouraging knowledge that their company is financially able to meet the potential claims of each and every policy holder.

PHILADELPHIA FIRE and MARINE INSURANCE COMPANY

HEAD OFFICE: 1600 Arch Street, Philadelphia
CHICAGO: 209 West Jackson Boulevard
SAN FRANCISCO: 200 Bush Street

SAFETY SIDELIGHTS

don't be stubborn!

Pedestrians were involved in 312,000 of the 860,000 automobile accidents occurring in the United States last year. Of these 312,000, approximately 62,000 were children.

Human nature is stubborn. So is the pedestrian; between downright carelessness and an attitude of maintaining his rights, he shares the responsibility for many an auto accident.

The jingle—

"Here lies the body of Jonathan Gray
Who died maintaining his right of way"

applies to the pedestrian as well as to the motorist.

Great American
Indemnity Company
CASUALTY New York SURETY



ORIENT INSURANCE COMPANY

of Hartford, Connecticut

For fifty-nine years writing

**FIRE RIOT
TORNADO EXPLOSION
EARTHQUAKE AUTOMOBILE
INLAND MARINE**

GILBERT KINGAN, Pres.

20-22 Trinity St.

Hartford, Connecticut

Western Dept.
CHARLES E. DOX
Manager

223 West Jackson Blvd.
CHICAGO

Pacific Dept.
Wm. W. GILMORE
Manager
332 Pine St.
SAN FRANCISCO

INSURANCE THAT INSURES

SOUND insurance replaces uncertainty with certainty, anxiety with peace of mind, financial distress with security against loss. You should see that each of your clients is adequately protected by making a survey of his insurance requirements and fitting the insurance to his individual needs. For absolute safety, you can of course look to sound stock companies. The property owner trusts in you, the local agent, to put the "sure" in his insurance. :: :: :: :: ::



**THE HARMONIA
FIRE INSURANCE COMPANY**

59 MAIDEN LANE
NEW YORK, N. Y.

rupture this amount. Legislators are now being told the extra tax would make an increase in fire rates necessary.

House bill 283 introduced by Representative Miller of Sumpter would revive the 25 percent penalty law which was repealed in 1923. This measure is aimed primarily at rating bureaus. Another bill on the senate calendar would increase the tax on life premiums to 3 percent.

Time for Windstorm Rate Brief

NEW ORLEANS, Sept. 14.—The Louisiana insurance commission has granted the companies writing windstorm insurance in Louisiana several days in which to reply with a brief to the supplemental arguments presented at the last previous meeting of the commission by W. M. Railey on his petition for a 66 2-3 percent cut in windstorm rates. The commission announced that it will then take the windstorm case under advisement and give its decision as expeditiously as possible.

Executive Body Meets

J. F. Stuckey of Bishopville presided at a meeting of the executive committee of the South Carolina Association of Insurance Agents at Columbia. The others on hand were W. F. Robertson of Greenville, president, and J. H. Woodside, Jr., of Greenville, secretary of the association.

Announce Kentucky Inspections

LOUISVILLE, Sept. 14.—The Kentucky Fire Prevention Association at a meeting here Sept. 12 arranged to inspect Winchester, Franklin and Georgetown in November, January and February, others to be named later.

President Reyburn Watson also named

contact men to work with the chambers of commerce of a dozen towns in the state that are entered in the U. S. Chamber of Commerce fire waste contest.

Tennessee Prevention Program

The Tennessee Fire Prevention Association, W. E. Bethshares president, is undertaking a program for improvement of conditions in some of the high loss ratio towns of that state, and has definitely decided to start the program this year with Tullahoma, Kingsport, Columbia, Union City and Etowah.

In a recent bulletin to members the per capita loss record in a few of the leading cities of the state was quoted as follows:

	1928	1929	1930	1931	4-Year AV.
Memphis	\$2.52	\$3.08	\$5.54	\$4.03	\$3.79
Nashville	8.89	8.11	5.89	4.55	6.86
Chattanooga	2.53	2.21	8.57	2.91	4.05
Knoxville	1.83	1.34	3.57	1.29	2.01

Kentucky Notes

H. F. Trivette, Pikeville, Ky., local agent, died there Monday.

The F. M. Miller Co. agency, Hopkinsville, Ky., has been sold to the Wallace Insurance Agency.

Homer Marshall of Kuttawa has been appointed chief clerk in the Kentucky department, succeeding E. Magoffin of Frankfort.

The E. S. Secrest Agency, Louisville, non-board, has been incorporated by E. S. Secrest, H. S. Chestnut and C. M. Davis. Mr. Secrest was manager of the Bankers Trust Co. agency prior to its sale to the First Kentucky Fire & Marine.

Charles O. Terry, adjuster in the Louisville office of the Western Adjustment, and Miss Flora V. Sutcliffe, Louisville, are to be married in late October. Mr. Terry is a nephew of C. C. Terry, manager of the Bradshaw & Well general agency, Louisville.

PACIFIC COAST AND MOUNTAIN

Agency Contesting Awards

Miller Office of Butte Secures Temporary Injunction in Partitioning of \$10,000,000 Montana Cover

The Miller Insurance Agency of Butte, Mont., has filed suit to enjoin payment of some \$70,000 premium by warrants under the new fire insurance schedule totaling \$9,353,685, obtained by the Montana state board of examiners for 372 state buildings and their contents. There are 55 master policies, issued by approximately 250 companies. The business was awarded on the basis of taxes paid, and will be divided among 500 agents.

The insurance is renewed every three years. The policies became effective Sept. 1. Building and contents are insured at 90 percent of value.

Less Than Appropriation

Largely because of a reappraisal, the premium was approximately \$20,000 less than the \$90,000 appropriated by the legislature, though the last time only 269 buildings were insured.

The Miller agency charges the state has agreed to pay too high a rate for the insurance. The suit is directed against the state auditor and treasurer. It charges the board refused to advertise for bids and states that the agency could have given lower rates. A temporary injunction was granted in district court at Butte, returnable Sept. 19, before Judge W. E. Carroll.

Insurance on some of the larger units—the first figure being for building and the second contents, is: Capitol group, \$1,353,465, \$454,525; university, \$1,149,350, \$325,923; college, \$928,300, \$493,250; hospital, \$835,530, \$163,535; school for deaf and blind, \$54,810, \$98,760; school of mines, \$485,000, \$166,900; Dillon Normal, \$426,000, \$92,100; prison, \$338,770, \$130,190.

Plan Concerted Loss Action

Committee of Field Men Recommends Forming Permanent Group on Pacific Northwest Situation

SEATTLE, Sept. 14.—Concerted action on the part of special agents in the Pacific northwest to reduce the mounting fire loss ratio is recommended in a special report submitted by D. A. McKinley, special agent at Seattle for the Royal. A permanent loss committee of the field men's organization headed by Mr. McKinley will delve into various activities recommended in the report. Several conclusions reached by the association early this year have resulted in the movement to further a definite program for loss reduction:

(1) That premium income is decreasing with no hope for betterment; (2) that with less income and increased losses the expense ratio would increase in spite of all efforts toward reduction; (3) that the constantly increasing loss ratio due to moral hazard, physical condition of shut-down risks, incendiarism and unfavorable court action might be modified through intelligent cooperation.

The report suggests that recommendation be made to the Oregon and Washington advisory committees for the formation of a loss committee at San Francisco, to be composed of at least three claim department heads. Duties of the committee, it is stated, will be to prepare data and report to the Oregon and Washington advisory committees, and to confer and cooperate with the respective special agents' loss committee.

Gary Opens Office

Nelson Gary, for eight years assistant to John Shepherd, pioneer independent adjuster at Los Angeles, has entered the independent adjustment field for

himself. He has offices at 235 Fidelity building, Los Angeles. He has had considerable experience in adjusting fire losses for companies in southern California and the middle west. Prior to going to southern California he was for five years associated with the Bates Adjustment Co. at Dallas, Oklahoma City and Tulsa, which firm was formerly owned by his uncle, Norman Nelson, a pioneer fire adjuster in the middle west. Associated with Mr. Gary will be George McKay, former automobile and casualty adjuster in the Shepherd office, and before that with the Associated Indemnity and Consolidated Indemnity at Los Angeles. Mr. McKay will handle automobile and casualty adjustments and Mr. Gary will take care of fire losses.

Named on Utah Committee

Heber J. Grant, head of Heber J. Grant & Co., Salt Lake City general agency and president of the Utah Home Fire and the Beneficial Life, and J. H. Harrop, manager of the Equitable Life of New York, will represent the insurance business on the Utah committee which has been appointed to aid in putting over the "staggering" system or rotation of employment fostered by the industrial and banking committee of the Federal Reserve district.

Organize Non-Board Agents

LOS ANGELES, Sept. 14.—Members of the agency committee of the California Insurance Bureau held a meeting last week at Orange, Cal., with non-affiliated agents of Orange county to discuss plans for organizing non-board local agents in that county. It is expected that arrangements for the proposed organization will be completed within the next week or ten days.

Supply Cancellation Data

DENVER, Sept. 14.—Machinery to supply information on cases in which insurance companies cancel off risks for cause has been set up by the Mountain Field Club. H. J. Helmkamp, America Fore, is chairman of the committee in charge. Regular bulletins, giving name, location and reason for the cancellation, will be circulated. Included in the list of causes for cancellation are physical condition and suspicious fires. Members of the club who avail themselves of the service will be assessed \$5 per annum to cover the expense. Mr. Helmkamp had considerable experience in this work in Kansas.

The field club went on record in its meeting Sept. 7 in favor of placing at the disposal of this new committee the

complete loss files pertaining to unsatisfactory losses in the mountain field which are investigated by the National Board.

Utah Agents' Meeting Set

SALT LAKE CITY, Sept. 14.—The annual meeting of the Utah State Association of Insurance Agents will be held here Oct. 15. A number of important matters will be discussed, including a state fire marshal law, as the legislature convenes again early in January.

Members of the state's committees will be present, as will Harry F. Badger of the Pacific Board of San Francisco. Mayor Louis Marcus of Salt Lake City will give the address of welcome. The Salt Lake City members of the association will be hosts to the out-of-town members at a banquet. The membership of the organization has increased the past year, officials announced. Committees are now at work on the program.

Chester Deering Dead

Chester Deering, special agent for the Niagara Fire at Seattle, died in a hospital in that city following a heart attack at the age of 62. Prentice Deering, a son, is connected with the San Francisco brokerage office of Hind, Greenwell & Deering. Mr. Deering had been in the service of the Niagara Fire 20 years, having joined the company in 1912 when it formed a separate coast department. At that time he was in the local business in Portland.

Beck on Field Club Committee

DENVER, Sept. 14.—L. Allen Beck, Denver general agent, has been appointed on the Mountain Field Club advisory committee which cooperates with the Fire Companies' Adjustment Bureau. He succeeds Ed P. Eppich, who recently disposed of his general agency to enter the local business.

Burns Back from Arctic Trip

Frank Burns, well-known Seattle general agent, is back at his desk after a month's trip through the Arctic circle, during which he flew by plane over Siberia.

Strong Executive Special Agent

Lloyd C. Strong has been appointed executive special agent by T. V. Humphreys, Los Angeles general agent, effective September 1. Mr. Strong was formerly with the Leo Pockwitz general agency in Los Angeles and prior to that was with the General of Seattle group for many years.

comes head of the division of companies.

Mr. Nuschke will now have charge of the work formerly handled by W. H. Johnston, Pittsburgh, chief of the bureau of audits, who was dropped last month after 35 years' service with the department, because, Mr. Armstrong said, he altered papers after they had been approved by the commissioner.

Mr. Teitrick has been with the department for five years. He has been in charge of the examination of agents and brokers as well as supervision of the division of brokers. He was educated at Pennsylvania State College and took a special course in insurance at the Uni-

versity of Pennsylvania. Mr. Nuschke has been chief of the division of agents since April, 1931. Before joining the department he had a general insurance agency for six years.

Interest in Recommendation

Local Agents Study Suggestion of H. B. Nelson to Separate Insurance and Banking Departments

NEWARK, N. J., Sept. 14.—Local agents are much interested in the recommendation made before the New Jer-



PHOENIX ASSURANCE COMPANY, Ltd.

of LONDON

150 William Street, New York

150th Anniversary

Time-tested

Depression-proof

An Insurance Company that has endured and prospered for 150 years is a good one to represent.

You can expect such a Company to continue in the future to uphold proper practices and co-operate with its Agents as it has in the past.

One hundred and fifty years means more than age—it means experience, sound and sane judgment, underwriting skill.

PHOENIX INDEMNITY COMPANY

55 Fifth Avenue, New York

Metropolitan Department, 150 William Street

EASTERN STATES' ACTIVITIES

Old-Time Fire Engines Out

Historic Display Will Be Given at Independence Square for the Agency Visitors

PHILADELPHIA, Sept. 14.—The largest collection of old-time fire engines ever gathered together at one spot in the United States in the last 100 years will be on display in Independence Square, Philadelphia, next Tuesday during the big historical fire fighting demonstration for the National Association of Insurance Agents.

Twenty-four engines, ranging in age from 125 to 160 years, will be in the square. They will come from a radius of 100 miles of Philadelphia. They will be present from Orwigsburg, Pa.; Clifton Heights, Pa.; Jenkintown, Pa.; Newtown, Pa.; Darby, Pa.; Pitman, N. J.; Mt. Holly, N. J.; Baltimore, Md.; Moorestown, N. J.; Doylestown, Pa.; Philadelphia, and several other towns in New Jersey and Pennsylvania.

Two of the companies will give a

demonstration of their fire-fighting abilities following the reenactment of the Independence Square fire by the Union Fire Company. Among the engines will be a number from private and museum collections. There will be one from the Franklin Institute, the Bucks County Historical Society, the John Wanamaker collection, and the Insurance Company of North America collection.

Two Divisions Are Combined

New Lineup in Pennsylvania Department Following Dismissal of W. H. Johnston

HARRISBURG, PA., Sept. 14.—The divisions of brokers and agents in the Pennsylvania department have been combined and placed under one directing head by Commissioner Armstrong. The combined divisions are under the supervision of H. R. Teitrick, who heretofore had been chief of the division of brokers. W. L. Nuschke, previously in charge of the division of agents, be-

National Inspection Company

Incorporated 1903

This corporation reports on the underwriting aspects of heavy manufacturing and mercantile properties throughout the following states:

Michigan
Wisconsin
Minnesota
Ohio

Indiana
Illinois
Iowa
Nebraska
Missouri

Kansas
Kentucky
Tennessee
Oklahoma
West Virginia

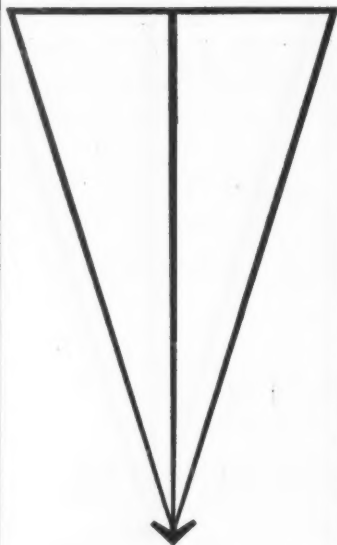
Managed by

J. G. Hubbell

H. B. Chrissinger
179 West Adams St., Chicago, Ill.

R. L. Thiele

A GOOD AGENCY COMPANY



SEAL
OF
INSURANCE PROTECTION



CONSERVATIVE
CONSCIENTIOUS
COOPERATIVE

sey Association of Underwriters by its retiring president, H. B. Nelson of Jersey City, that the state insurance department should be separated from banking and have an administration of its own.

Under existing conditions the direction of insurance affairs in New Jersey rests with the banking and insurance department. In selecting the commissioner the appointment almost invariably is given a banker, though, in the opinion of Mr. Nelson, the insurance interests are greater than are those of the strictly financial institutions, and hence entitled to more consideration than they now receive. Mr. Nelson made plain, however, that within the scope of his powers, C. A. Gough, deputy commissioner in direct charge of insurance affairs, gives earnest and intelligent attention to all matters submitted him and is fully qualified to assume greater responsibilities, were he allowed so to do under the law.

In connection with the plea of the New Jersey department that through lack of funds it will be unable to spend the small amount required to print supplemental lists of licensed brokers—and incidentally the department has advised it will not issue the customary annual report this year for the same reason—it is interesting to note that the revenue derived by New Jersey from insurance companies by way of taxes and fees in 1930, the latest period for which the data is available, amounted to \$4,714,910, while the expense of the department was \$723,649, leaving as clear excess to the state revenues almost \$4,000,000.

Will Have No Set Addresses

Pennsylvania Association of Insurance Agents Will Transact Only Necessary Business at Convention

The annual meeting of the Pennsylvania Association of Insurance Agents to be held in the Benjamin Franklin hotel, Philadelphia, next Tuesday in connection with the gathering of the National association, will be called merely to transact necessary business and there will be no addresses. The directors will meet in the morning at 10 o'clock and the regular meeting is scheduled at 1 p. m. Kenneth H. Bair of Greensburg, president, will preside over the meeting. Secretary F. D. Moses will deliver his annual report.

Open Public Adjusting Office

William Goodman and Edgar T. Wagner have formed the Goodman-Wagner Co., with offices in the Garrett building, Baltimore, and are pre-

Will Preside



KENNETH H. BAIR

President Kenneth H. Bair of Greensburg, Pa., president of the Pennsylvania Association of Insurance Agents, will preside over the annual meeting to be held next Tuesday in Philadelphia prior to the convention of the National association.

pared to act as adjusters and appraisers for the assured, work in which both of the firm members are experienced.

Boston Prizes Awarded

BOSTON, Sept. 14.—The annual award of prizes contributed by the Boston Insurance Company for students in the fire course has been made by the educational committee of the Insurance Library Association of Boston as follows: First prize, \$50, J. F. O'Neil, Liberty Mutual; second, \$25, A. V. Shurts, Fireman's Fund; third, \$10, J. R. Page, Fireman's Fund; fourth, fifth and sixth, \$5 each, C. P. Thomas, Liberty Mutual; C. E. E. Webber, Boston Board, and G. F. Williams, W. A. Hamilton Co.

Vermont Association Meeting

The annual meeting of the Vermont Association of Insurance Agents will be held at Burlington, Oct. 18.

IN THE CANADIAN FIELD

Canada National May Retire

Stockholders to Vote Sept. 29 on Reinsurance with Sun and Liquidation of the Company

WINNIPEG, Sept. 14.—An arrangement has been effected under which the Sun will reinsure all the business of the Canada National Fire of Winnipeg and take over its entire agency plant. A meeting of stockholders will be held Sept. 29, at which a proposal will be submitted that the company be voluntarily wound up, and the assets distributed among the shareholders.

The Canada National was incorporated by Dominion act in 1909, and commenced business under Dominion license in 1911. Some years ago the company was under a receivership for a time, but a new directorate was formed and the receivership was lifted. At the end of 1931 it had \$20,063,708 business in force, net premiums for 1931 being \$120,666.

Assets at the end of 1931 were \$1,446,055.

In recommending the approval of the reinsurance agreement, the directors point out that since termination of the receivership four years ago, the company has increased its business and liquidity of assets, but losses during the depression have been high, and it would take long to build up the business to a profitable basis. The Canada National is one of the few important fire and casualty companies now controlled by Canadian shareholders.

Consider New Auto Statute

Canadian Superintendents Withhold Suggestions as to Changes for Time Being—Take Up Credits

A great deal of the time at the convention of the Canadian insurance superintendents in Winnipeg was taken up considering automobile legislation,

Today

Buyers of insurance are demanding the best. Realizing this the Twin City Fire has developed until it is able to serve them completely and satisfactorily in all their insurance problems.

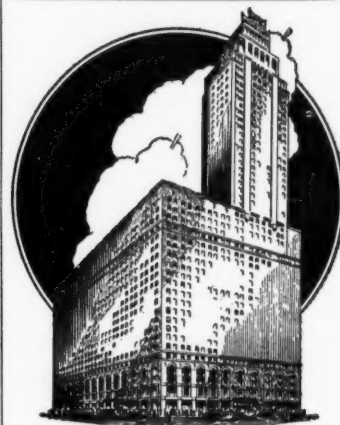
"Writing fire, tornado, farm, automobile, hail, tractor, aeroplane damage, customers' goods, fine arts, fur coats, jewelry, fur floater, parcel post, registered mail, tourists floater, annual transit, trip transit, neon signs, merchandise sold under contract."

TWIN CITY

Fire Insurance Company

Minneapolis

Minnesota



The World's Tallest Hotel
46 Stories High

When You Travel to CHICAGO

You will like the atmosphere at the Morrison. All outside rooms with bath, circulating ice water, bedhead reading lamp, and Servidor. A special floor is reserved exclusively for ladies.

The Morrison is nearest to stores, offices, theatres and railroad stations. Automatic garage facilities.

2500 Rooms \$3.00 Up
LEONARD HICKS Managing Director

**MORRISON
HOTEL**

Clark and Madison Streets
CHICAGO

and particularly the new uniform automobile insurance act. As the act recently became law, and has been operating only a little more than a week, it was urged and thought desirable that no attempt be made to review or revise any conditions now, but that the act should have a longer experience of operation. Court decisions would be valuable in determining the scope of alterations, if any.

In going over details of the act with the acts enacted by provinces, no material change was made and only two inconsequential alterations were suggested. However, one important amendment was agreed upon to be submitted to the legislatures when they adopt the uniform act, incorporation of a provision contained in the old acts, but inadvertently, not inserted when drafting the uniform act. This deals with the collision damage which under operation of the uniform act can be held to include property damage, a serious condition not contemplated by the superintendents in drawing up the act.

It was agreed, however, that in view of conditions surrounding automobile business and legislation it was desirable to appoint a standing committee to keep in contact with the varying conditions. A motion was passed that a committee comprised of the superintendents of Manitoba, British Columbia and Ontario be formed, with the Ontario superintendent as chairman. This committee will consider all phases in respect to automobile insurance and submit a report to the next annual conference.

The credit evil and free insurance were discussed, the superintendents

being fully apprised of the seriousness of this condition, and inclined to be somewhat concerned over the amount involved. They were of the opinion that there should be an effort to correct these conditions.

The companies intimated they were aware of the possibilities of such an evil, but thought it was more of a temporary nature on account of the prevalent financial conditions throughout the world. In relation to the size of the business it could not strictly be termed an "evil," many company officials declared. The amounts involved are not entirely uncollectable, for in making up returns a certain cut-off date had to be effected, and many amounts included in this account would be collected in the new current year.

This condition was further complicated by intricacies of the business and the old time accepted way of conducting the business. It was suggested that this be left with the companies to deal with as their interests demanded.

The subject of term insurance was considered, being introduced in the report of the chairman of the committee on fire insurance legislation, and after extensive discussion it was referred to the executive committee.

Meighen Heads Companies

Arthur Meighen, vice-president of the Canadian General and Toronto General of Toronto, well-known Dominion political leader, has been elected president of these two companies, succeeding W. W. Evans, who died recently.

MOTOR INSURANCE NEWS

Staff Committee's Meeting

National Automobile Underwriters Association Reviewed Forms for Writing Finance Business

NEW YORK, Sept. 14.—A considerable part of the time given by the staff committee of the National Automobile Underwriters Association at its meeting in this city was devoted to reviewing the replies had from members to the previously submitted forms for writing finance business, a problem that has plagued underwriters for years. The conclusions of the committee will be submitted to the directors who are scheduled to gather here Sept. 28-29. The staff secretaries also reviewed in a preliminary way the loss experience as reported to date; planning to go over these more thoroughly later in the fall. In addition to Manager J. Ross Moore, who presided at the several sessions of the committee, the conference was attended by A. J. Donohue, actuary of the association, and by the branch secretaries, A. Hodgkinson, of San Francisco; C. Patterson, Atlanta; E. L. Rickards, Chicago; Frederic Williams, Denver, and F. M. Herring of this city.

Averill Warns Finance Companies

SALEM, ORE., Sept. 14.—A statement issued by Commissioner Averill of Oregon says some automobile finance companies have been collecting the maximum premium for vendor's single interest insurance without issuing policies. He advises them to have such policies issued in an authorized company when such premium is collected or suffer prosecution. He also advises that finance companies cannot collect this \$15 fee ostensibly for insurance, without issuing or having issued a policy, without coming in conflict with the Oregon insurance code.

Attorney General Van Winkle in an opinion to the commissioner says a license to operate a finance corporation does not authorize such organizations to act as insurance companies or agents

without complying with the insurance code.

Barkwell Heads United Auto

Directors of the United Automobile of Grand Rapids, Mich., have named S. J. Barkwell as president of the company, succeeding the late J. K. Miller, who died a fortnight ago. Mr. Miller's son, J. K. Miller, Jr., was named secretary-treasurer and general manager; W. A. Stuart, vice-president, and B. P. Sherwood, Grand Haven, a director. Other directors are: Nathaniel Robbins, Grand Haven; G. J. Hesselink, Grand Rapids, and Arthur Tuttle, Detroit.

The company, originally a reciprocal, has been operating as a stock carrier for a number of years.

Hobbs Approves New Rates

TOPEKA, KAN., Sept. 14.—Commissioner Hobbs has approved the new automobile rate schedule, effective Sept. 15.

"In 1931 the companies paid \$96 in losses for every \$100 collected in premiums," said Mr. Hobbs. "The theft and collision losses were extremely high. The experience on collision insurance also justifies an increase in rate. The full coverage policy has proved the most disastrous and requires a substantial increase in rate, while the deductible coverage policies have shown a less disastrous experience and require only a slight increase."

Check on Association "Services"

LANSING, MICH., Sept. 14.—Activities of the Metropolitan Motorists Association of Detroit, one of the ubiquitous organizations formed from time to time to provide various "services" and "savings" to motorists, form the basis of recent complaints to the Michigan department. The association has prepared a list of its "services" in contract form, closely resembling an insurance policy. Some of the "services" also seem to border on insurance and the contract will be submitted to the attorney-general for his opinion of its status.



An Insurance Counsellor

WHEN an "insurance man" comes to call, the person called upon is likely to be "on his guard." But, as a rule, any property owner is glad to discuss his protection problems with an "insurance counsellor." By keeping well informed on the kinds of insurance you sell and by fitting the insurance to the needs of your policyholders, you can become recognized as an insurance counsellor whose advice and assistance is much sought after.

THE HOMESTEAD FIRE INSURANCE COMPANY

59 MAIDEN LANE
NEW YORK, N. Y.

Established 1923

LINCOLN FIRE INSURANCE COMPANY OF NEW YORK

A strong and seasoned institution with a rugged honesty in conduct and service to its policy-holders and agents.

MANAGERS

GEO. W. BLOSSOM

WM. A. BLODGETT

O. F. WALLIN

HEAD OFFICE
90 John St.
New York

PACIFIC COAST DEPT.
114 Sansome St.
San Francisco

WESTERN DEPARTMENT, 175 W. Jackson Blvd., CHICAGO
Harry G. Casper
Associate Manager

Lawrence C. Larson
Superintendent of Agents

A · DIRECTORY · OF · RESPONSIBLE INDEPENDENT ADJUSTERS

CALIFORNIA

MILO H. NEIDIG
INSURANCE ADJUSTMENTS
Representing Companies Only
Formerly Assistant General Manager
Pacific Coast Adjustment Bureau
542 Adam Grant Building
San Francisco, Cal.

COLORADO, WYO., & N. MEX.

CHARLES W. KRUEGER
Adjuster
(Formerly of Wilson-Krueger Adjustment Co.)
Over Twenty Years Experience
Prompt, Personal Service
942 Gas & Electric Bldg. DENVER, COLO.
Colorado Wyoming New Mexico

DELAWARE

HART COOPER
Adjuster for Insurance Companies
Fire—Automobile—Casualty
Delaware Trust Building
WILMINGTON, DELAWARE

DISTRICT OF COLUMBIA

NICHOLS COMPANY
INSURANCE ADJUSTMENTS
Representing Companies Only—All Lines
Woodward Bldg., Washington, D. C.
Mutual Building, Richmond, Va.
Prompt and Efficient Service Since 1921

FLORIDA

H. G. HEYWARD
INDEPENDENT ADJUSTER
Formerly Manager Florida Offices Southern
Adjustment Bureau
1281 Graham Bldg. Telephone 5-3675
JACKSONVILLE, FLORIDA

H. C. HARRISON
ADJUSTER
Fire Marine Automobile Casualty Aircraft
718 Stearns Professional Building
TAMPA, FLORIDA
Telephone 4722

ILLINOIS

G. W. ROBSON, JR.
Adjuster
CITY NATIONAL BANK BLDG.
Lock Box 458
CENTRALIA ILLINOIS

C. G. EBERTH & CO.
ADJUSTERS
All Branches
Fire, Automobile—Casualty
Suite 700—330 So. Wells St.
CHICAGO

Established 1899
**GREENE,
WHITNEY &
MILLER**
ADJUSTMENTS
175 W. Jackson Street CHICAGO

ILLINOIS (Cont.)

L. E. JENKINS & CO.
Complete Claim Service for the
Companies—All Casualty Lines
Suite 1942—176 W. Adams Street
Tel. Randolph 5448 Chicago, Ill.

ARTHUR L. LADD & CO.
CLAIM DEPARTMENT
SERVICE TO INSURANCE COMPANIES
Automobile, Fire, Theft, Collision, Liability,
Property Damage, Workmen's Compensation,
Burglary
A-2027-31 Insurance Exchange, Chicago
Phone HARRISON 9835

**WILSON S.
LEVENS
& CO.**
A-936 INSURANCE EXCHANGE, CHICAGO
Fire, Auto, Inland Marine, and Casualty

THOMAS T. NORTH
ADJUSTMENT COMPANY
Automobile—Fire, Theft, Collision,
Conversion, Liability, Property Damage
Inland Marine, Burglary
175 W. Jackson Blvd. Harrison 3230
CHICAGO

JOSEPH RICE & CO.
INVESTIGATIONS & ADJUSTMENTS
ALL CASUALTY LINES
Chicago Office Milwaukee Office
966 Ins. Exch. Bldg. 601 Guaranty Bldg.
Phone: Harrison 8666 Phone: Daly 0664

B. J. Morgan
DE KALB-ILL.
20 Years' Insurance Experience
Adjustments and Inspections Anywhere
in Northern Illinois

COOPER & COOPER
Inspections and Adjustments
for the Companies
MOLONEY BLDG.-OTTAWA, ILL.
Northern and Central Illinois
FIRE—TORNADO—AUTOMOBILE

Middle States Adjusting Company
Three Offices in Illinois
Commercial National Bank Building
PEORIA, ILLINOIS
Insurance Exchange 1458 E. State St.
CHICAGO, ILL. EAST ST. LOUIS, ILL.

INDIANA

ROBERT D. DENTON
Automobile and Casualty Lines
914 Citizens Trust Bldg. 411 Glass Block
Fort Wayne, Indiana Marion, Indiana

INDIANA ADJUSTMENT CO.
Automobile and Casualty Adjustments
Separate Offices at
INDIANAPOLIS
FORT WAYNE
TERRE HAUTE
EVANSVILLE

INDIANA (Cont.)

H. G. DOUGHERTY
Insurance adjustments and investigations
1019-20 Lemcke Bldg. Phone Riley 4548
Indianapolis Indiana
Automobile—Inland Marine—Casualty

Investigations and Adjustments of Multiple Lines of
Insurance Claims in Indiana
Federated Insurance Adjusters
Suite 604 Majestic Building
Indianapolis, Indiana
Frank N. Fitzgerald, Counsel
Lawrence G. Merkel, Manager
Bernard G. Fitzgerald, Secretary-Treasurer

Eugene McIntire
Adjustment Co., Inc.
Automobile, Casualty, Compensation and
Surety Adjustments
Eight, East Market Street
INDIANAPOLIS

THOMAS T. NORTH
ADJUSTMENT COMPANY
Automobile—Fire, Theft, Collision,
Conversion, Liability, Property Damage
Inland Marine, Burglary
J. L. Valentine, Mgr.
241 North Penn St. Lincoln 4838
INDIANAPOLIS
Head Office: 175 W. Jackson Blvd., Chicago

A. M. FOLEY
Adjustment Bureau
Covering N. Indiana & S. Michigan
Automobile, Casualty, Compensation,
Inland Marine
Union Trust Bldg. Phone 3-9712
South Bend, Indiana

**GENERAL INSURANCE
ADJUSTMENT COMPANY**
Investigation and Adjustment in
Western Indiana and Eastern Illinois
Automobile, Casualty and Compensation
Terre Haute Trust Building
Phone Crawford 7500
Terre Haute, Indiana

IOWA

THOMAS T. NORTH
ADJUSTMENT COMPANY
Automobile—Fire, Theft, Collision
Conversion, Liability, Property Damage
Inland Marine, Burglary
Howard E. Kopf, Mgr.
American Bank Bldg. Kenwood 1410
DAVENPORT
Head Office: 175 W. Jackson Blvd., Chicago

KANSAS

Universal Adj. & Insp. Co.
INCORPORATED
Home Office: Joplin, Missouri
Kansas City, Missouri Phone 746
Phone, Harrison 9992 Miners Bank Bldg.
405 Security Building
Salina, Kansas Columbia, Missouri
Phone 485 Phone 6606
United Life Bldg. Guitar Building

BRITTON ADJUSTING AGCY.
Frank L. Britton, Manager
Adjusters of All Kinds of Insurance Claims
Room 228 Insurance Building
TOPEKA, KANSAS
Office Phone 25094 Residence Phone 21550

KENTUCKY

J. H. HARRISON, INC.
General Adjusters
Head Office: Starks Bldg., Louisville, Ky.
Branch Offices
Cook Bldg., Bowling Green, Ky.
Weille Bldg., Paducah, Ky.
Specialists on Automobile Finance Accounts
Fire, U. & O., Automobile, Casualty

MARYLAND

HENRY L. ROSE & CO.
Incorporated
Adjusters for Insurance Companies
General Offices
BALTIMORE, MD.

MICHIGAN

JAMES F. LAND
UNION GUARDIAN BLDG.
DETROIT
Efficient Adjustments All Lines—Within
Radius 150 Miles of Detroit Including
Windsor, Canada

MINNESOTA

LYMAN HANES, Inc.
General Adjusters for Insurance Companies
MINNEAPOLIS

MISSOURI

**BERT E.
STRUBINGER**
CLAIM DEPARTMENT
CHEMICAL BLDG., ST. LOUIS
Automobile & Casualty Claims
Branch 287, Holland Bldg., Springfield, Mo.

NEBRASKA

THE JOHN D. GARMIRE
INDEPENDENT ADJUSTING OFFICE
OMAHA, NEBRASKA—EST. 1897
Adjusters
John D. Garmire, Omaha Jack H. Mack, Scottsbluff
Frank A. Suchs, Omaha Fred L. Burke, North Platte
John N. Higbee, Omaha Ray W. Harr, McCook

**Southeast Nebraska Collection, Ad-
justment & Credit Reporting Agency**
Insurance Adjustments, Claims, Investiga-
tions, Reports, Complete Service for Assured,
Companies or Finance Contracts
25 Years in the Business
Lock Box 228 Homer D. Kirk, Mgr.
Falls City, Nebraska

NORTH CAROLINA

W. D. WILKINSON
Casualty and Surety Adjustment Bureau
Investigation General Liability
and Adjustment for Fidelity and Surety
Insurance Companies in Fire and Inland Marine
North and South Carolina Automotive—Compensation
Myers Park Manor Phone 2-3161 Charlotte, N. C.

OHIO

HAROLD A. WALTZ
1013-1014 Second Natl. Bldg.—Akron, Ohio
Phone J. E. 7013
Complete Claim and Legal Service
Operating with five associates over radius of
50 miles from Akron. 13 years experience on
all classes of insurance adjustments.

**Insurance Service
of Canton, Inc.**
819 Renkert Bldg., Canton, Ohio
J. A. Anderson, Mgr. Phone 5167
Fire and Casualty Adjustments, Inspections
and Investigations for Insurance Companies

JOHN H. McNEAL
Auditorium Bldg. Cleveland, Ohio
Phone Main 1926
GENERAL ADJUSTERS
ALL LINES OF INSURANCE

INDEPENDENT ADJUSTERS

OHIO (Cont.)

**THAYER
ADJUSTMENTS**

R. M. THAYER
Investigations and Adjustments
All Casualty Lines
Representing Companies Only
408 Chester-Twelfth Bldg. Cleveland, Ohio
CHerry 8398

THAYER'S UNDERWRITERS SURVEY CO., INC.
502-3-4-5-6 Finance Bldg.
E. A. Thayer, N. R. Thayer,
President Sec. Treas.
750 Prospect Ave. CLEVELAND, OHIO
Claims adjusters for the Companies in every
kind of insurance loss. 30 years' experience
qualifies us.

Van-Reed & Company

C. L. Harris & Company
General Adjusters
Cleveland—905 Sweetland Bldg.
Akron—412 Akron Savings & Loan Bldg.
Youngstown—810 Mahoning Bank Bldg.
Toledo—628 Nicholas Bldg.
Columbus—10th Floor, Outlook Bldg.
Cincinnati—1216 First Nat'l Bank Bldg.
Lima—808 Lima Trust Bldg.

FRED W. PETERS

INDEPENDENT ADJUSTER

Fire, Tornado and Automobile Losses
1041 Third National Bldg., DAYTON, OHIO
Over Twenty-Six Years Company Service

The General Insurance Adjustment Co.

Ohio Bank Building

TOLEDO

Complete Claim Service

Centrally Located Phone Us Day or Night
Central Adjustment and Inspection Bureau
D. R. Stettler, Manager
VAN WERT, OHIO
General Insurance Adjusters
Experienced men in all parts of Ohio, South-
ern Michigan, Western Pennsylvania and
Eastern Indiana

WOOD & COMPANY

General Adjusters—All Lines of Insurance
Bert C. Wood—29 Years General Claim Agent
PENN-ONIO SYSTEM, Youngstown, Ohio—Power-
Electric Railway—City and Interurban Bus Lines
GEN. CLAIM DEPT.—700-705 City Bank Bldg.
YOUNGSTOWN, OHIO
Phone 2-8514

OKLAHOMA

C. R. WACKENHUTH

Adjuster for Stock Companies Only

TULSA, OKLAHOMA

3160 South Owasso St. Phone 2-5460

PENNSYLVANIA

Representing Insurance Companies Only

PAUL M. REMALEY
INSURANCE ADJUSTERMARINE BANK BUILDING
ERIE, PA.

TEXAS

**PERRY INSURANCE CLAIM
SERVICE**

Southwestern Life Bldg. Dallas, Tex.
General Insurance Adjusters
"Any Where in Texas"
Branch Offices
Ft. Worth—Wichita Falls—San Angelo—
El Paso—Houston—Longview

Lloyd Caldwell Corporation Claims Service

Claims Managers for Insurance Companies
SAN ANTONIO, TEX. EL PASO, TEX.
Brady Building 807 Bassett Tower
HARLINGEN, TEX. HOUSTON, TEX.
Baxter Building Esperson Building
DALLAS, TEX. FT. WORTH CORPUS CHRISTI
Kirby Building Fair Building Nixon Building

VIRGINIA

Old Dominion Adjustment Bureau, Inc.Adjusters for Insurance Companies
All Lines

1001 State-Planters Bank Bldg.
Richmond, Virginia
828 Royster Building
Norfolk, Virginia

WASHINGTON

FRANK ALLYN, INC.

Established 1915

MEHLHORN BUILDING SEATTLE

General Adjusters—All Lines

Branch Offices: Spokane, Tacoma, Aberdeen
Service Units in Other Pacific Northwest
Cities

WISCONSIN

Rehfeld Adjusting Company

General Insurance Adjusters

Madison Phone Badger 1621
3 W. Main St. Fond du Lac
39 E. 10th St. Phone 7066

**THOMAS T. NORTH
ADJUSTMENT COMPANY**

Automobile—Fire, Theft, Collision,
Conversion, Liability, Property Damage
Inland Marine, Burglary
A. E. S. Prior, Mgr.
828 N. Broadway Phone Daily 5428
MILWAUKEE
Head Office: 175 W. Jackson Blvd., Chicago

NURNBERG ADJUSTMENT CO

General Adjusters

Representing Stock Companies Only

Underwriters Exchange Bldg.

MILWAUKEE

828 N. Broadway Phone Daily 5428

Beloit

BRANCH OFFICES

Antigo

O. W. ROLFE CO., INC.

Adjusters for Companies Only

Casualty—Surety

"14 Years' Experience in Wisconsin"

700 N. 11th Street Phone Marquette 6443

MILWAUKEE, WIS.

FIELD BOOKS

Now is the time for state and special agents to get new leaves for
their field books, or possibly start new books on an improved form.

Rough Notes Loose Leaf Form
Parson's Loose Leaf Form

For Sale by

THE NATIONAL UNDERWRITER

175 W. Jackson Blvd., Chicago

Farm Commission
Cut Is Denounced

(CONTINUED FROM PAGE 19)

The agents at that meeting were greatly interested in the farm commission problem, according to Mr. Morrison, because they felt that a reduction in that department might set a precedent for other lines. Iowa, Mr. Morrison contended, would be hurt more than any other state by the commission reduction.

Demand Proof Reduction
Would Help Farm Line

The agents at Chicago, Mr. Morrison said, demanded proof that a commission cut would help the companies. He said the companies were not able to present their farm losses because the farm business written on recording forms was not included. The companies, he said, have a record only of losses on the application form.

Stock companies, according to Mr. Morrison, are not getting the cream of the crop in the farm business.

Recently, Mr. Morrison said, he induced 25 Iowa agents to write to their companies protesting the proposed farm commission reduction. All of them received the same reply to the effect that it was too complicated a subject about which to write, but that the agents would be welcome in the company offices to discuss the problem personally. Those replies, he said, were an example of cooperation of the companies. He said that the agents should be as well organized as that.

Recalls Ultimatum of
Commissioner E. W. Clark

Commissioner E. W. Clark of Iowa became interested in the problem, Mr. Morrison recalled, and he laid down the ultimatum that the reduction would not be enforced in Iowa.

The companies, Mr. Morrison pointed out, are constantly looking about for new fields. In the last few years they have been eager for inland marine premiums. But there are tremendous farm values that are being overlooked, he said. He expressed the opinion that the companies will in the next year turn their attention to the farm field, and if they change their attitude, profits can be made in it, he declared. He said he has a letter from one Hartford and one New York company stating that they are considering entering the farm field.

E. O. West, in the discussion, endorsed the principle that the rate should take care of the loss ratio. He expressed the opinion that the only farm hazard that is greater than in former years is the dwelling. Roofs are older and other deterioration exists, he declared. Those conditions could be penalized in the rate, he said.

Cancellation Clause Is
Endorsed in Resolution

(CONTINUED FROM PAGE 19)

Companies should welcome the cancellation clause, he said. Companies' solvency would be promoted. Much of the time spent by field men in collecting would be saved for production.

One of the objections has been that it would upset bookkeeping. Mr. Case, according to Mr. Colvin, replied that if the agent has a good bookkeeping system, a few more entries would not be bothersome. In Iowa, Mr. Colvin pointed out, adoption of a cancellation clause could not be accomplished without legislative action. But, he declared, that should not be discouraging. He expressed the belief that the insurance department would help in putting the program across.

Mr. Colvin said the automatic cancellation idea has been tested. Life insurance policies must be paid for to be effective. The premium for rain insur-

ance must be paid before the effective date. It is a simple business proposal, he said.

A. C. Root, Clinton, Takes
Issue with Proposal

A. C. Root of Clinton took issue with Mr. Colvin's proposal. He said that use of a cancellation clause would be passing the buck and would constitute denial of responsibility on the part of the agent. Mr. Root advocated agents at the end of each month listing the collected items, deducting commissions and remitting the balance to their companies. The uncollected items, he said, should be given in another list, which must either be collected the next month or be remitted by the agent. Automatic cancellation, he declared, would interfere with the agent's business. Each item, he said, should be segregated.

W. A. Scherfe expressed the belief that an automatic cancellation clause would eliminate many curbstone agents and those agents who collect from clients but don't remit to companies. He pointed out, however, that complications might arise in loss settlements where a policy, for which the assured has paid but the agent has not remitted, is canceled. John Hynes also spoke in favor of the measure.

E. O. West of Centerville said there is no complaint because of the cancellation clause in accident and health and life policies. In Centerville, he declared, stickers are attached to policies stating that the premium is due on the inception of the policy and must be paid by the first of the month; that cancellation will be made the 15th of the month for non-payment. Other agents are informed of delinquent clients.

Sam T. Morrison of Iowa City said that the biggest opposition is the question of note taking. He said that life insurance agents have accepted and discounted many notes and during the depression have been forced to make good because of the delinquency of buyers.

Many large agencies, he said, are fearful of the automatic cancellation idea because they believe it will lead to note taking.

Mr. Hynes pointed out that somewhat different factors obtain in the life business. He said that life insurance agents only accept notes on the first premium and their commission is often 75 percent, so that they do not stand to lose much.

Low Benedict interjected the comment that under present conditions the agent who remits to his companies on time doesn't get any discount, while the man who is overdue isn't charged interest.

HOTEL
MONTEREY

JANESVILLE, WIS.

HARRY B. DOTEN, Proprietor

"Insurance Men's Headquarters"

150 rooms with shower
or combination tub and
shower.

FIREPROOF

Free protected night and day
parkingPopular prices in dining room
and coffee shop

"Ask the Clerk

for a

Blue Goose Room"

REINSURANCE

THE SMOOTH AND PERFECT
FUNCTIONING OF MODERN RE-
INSURANCE IS NO LESS REMARK-
ABLE THAN THAT OF OTHER
INVENTIONS IN THIS MODERN
AGE.

THIS EFFICIENT SERVICE IS
PROVIDED FOR CASUALTY
COMPANIES BY

KANSAS CITY
NEW YORK
CHICAGO
LOS ANGELES

EMPLOYERS REINSURANCE CORPORATION

E. G. TRIMBLE, President

The National Underwriter

September 15, 1932

CASUALTY AND SURETY SECTION

Page Thirty-seven

Publisher Takes Companies' Side

Justifies Workmen's Compensation Rate Increase as in Best Interest of Employers

SOLVENCY PRIME FACTOR

President Pearson of National Publishers Association Gives Timely Aid Before New York Hearing

NEW YORK, Sept. 14.—Studying general conditions in the workmen's compensation field and with particular reference to the hearing upon appeal of carriers for increased rates in New York State, A. C. Pearson, president of the National Publishers Association, holds that protests of employers likely to be submitted at the hearing before Superintendent Van Schaick today, "are inimical to the best interests of their own protection."

"At first consideration it would seem that insurance companies are running counter to the times in asking for higher rates when prices for almost every other commodity and service are being graded lower," Mr. Pearson says. "In the light of statistics upon which the increase is based, however, it will be seen that the same conditions that have lowered other prices have created an emergency in compensation insurance."

Comments on Huge Loss

"Losses to companies issuing workmen's compensation have exceeded the premiums received by more than \$122,000,000 in the last nine years. The loss during the year 1929 was \$16,503,750; during the year 1930, \$18,269,748; during the year 1931, \$23,262,132. The extent of the emergency may be appreciated when it is said that the pure loss on compensation business for the six months ended June 30 of this year was nearly as great as for the whole year of 1931."

"One of the most vital factors in the present situation is the reduction of wage levels. Reports from various sections of the country indicate that wage cuts from 20 to 50 percent have been made. Since workmen's compensation premiums are charged upon a payroll basis, this sharp reduction has greatly reduced the premium income to the companies without reducing the hazard of the risk or the number and severity of the losses. In addition, the statutory weekly rate of compensation which the law compels the companies to pay has undergone no change and the companies are still paying benefits based on high wage levels."

"Other contributory factors affecting the number of losses have been advanced as follows: 1. The propensity of many injured employees, influenced by the knowledge that there is no job awaiting them upon recovery, to protract the period of disability and thus

Experience on Long Distance Trucks Is Not Satisfactory

TURN DOWN MUCH BUSINESS

Strain Renders Drivers Physically Unfit—Many Lack Proper Sense of Responsibility

Experience of the casualty companies with insurance on long distance hauling trucks has not been satisfactory. A few hauling companies with good records are being covered by companies which have been on the risk for some time but it is extremely difficult to get coverage when one company has once cancelled. In the offices of the leading companies writing trucks, business is being offered several times each week and is being turned down.

An insurance man who has studied this problem says the drivers become physically unfit for their jobs through lack of sleep and that too many of the drivers do not have a sufficiently clear picture of the responsibility which has been placed upon them.

Specific Case Cited

He cites a case where a driver who had been driving since early morning found it necessary to call a relief truck about 3 p. m. His own car was parked partly off and partly on the road. He expected the relief truck within two or three hours, so he found a comfortable place on the truck to take a nap. He was awakened at 8 o'clock that night when a woman driving a machine in which there were three children ran into his truck, which, of course, had no signal light. In cases like this, where no precautions were taken, the company is left with virtually no defense.

While some of the trucks are equipped with special sleeping berths above the driver's cab, so that drivers may alternate when driving at night, most of them, even when there are two drivers, have no special facilities for permitting the chauffeur to obtain real rest. Even where conditions are made favorable for obtaining rest, drivers often do not take advantage of facilities provided. Moreover, the difficulty of finding a satisfactory place to park the large and unwieldy trucks prevents the drivers from eating as they should. Then in many cases the drivers are not working under close supervision and may even be operating independently, so that they do not have the stimulus of supervision. Certainly the experience with truck insurance has not been satisfactory.

convert workmen's compensation into unemployment insurance.

"2. Mechanization of industry, which reduces the payroll upon which the premium is based and produces greater severity of accidents.

"3. Greater use of piece work as remuneration—thereby placing pressure upon the employe for production and increasing his liability to accident.

"4. A markedly increased tendency on the part of administrative bodies to show leniency to the claimant at the expense of the employer and insurance carrier.

"In working out a plan to adjust the

Insurance Should Lead in the Attack on Hard Times

FIGHT HIGH TAXES, IVES ASKS

Iowa Agents Urged to Join Taxpayers' Organizations and Revolt Against Tax Eaters

Insurance representatives are in a better position to assume leadership in the assault on the economic depression than are the representatives of almost any other business. This was the message of Henry Swift Ives, special counsel for the Association of Casualty & Surety Executives, in an address before the Iowa Association of Insurance Agents at Des Moines.

The agents are faced with the greatest opportunity for constructive public service which has ever been presented, he said. They should forget for the moment their local and personal problems and sidetrack their differences of opinion as to the internal affairs of insurance.

One of the drawbacks to united insurance action, he declared, is the fact that those engaged in the business do not know its strength. They do not realize the mighty forces they control. Insurance contains the most potentially powerful but undeveloped social, political and economic force in the country, he said. It is the most universal institution in the country. It was estimated there are 3,593,000 persons in the country dependent for a living entirely or partially on insurance. If this army were engaged in united attack, the tax eaters, demagogues and professional promoters of discontent would not last long.

Taxes Too High

Attacks should be centered on too high taxes and too much government, he said. An active and aggressive insurance army can be of great assistance in starving the tax eaters and divorcing bureaucrats from their political bed and board, he said.

The total expenditures this year for all governmental purposes will amount to about \$14,000,000,000. That represents more than \$1 out of every \$4 earned by the American people. The total public indebtedness is about \$34,500,000,000, which is about 10 percent of the national wealth. Taxes must come down, he declared, not by the millions but by the billions.

A tax revolt by the taxpayers is needed, he declared. If that doesn't happen the nation will soon be facing bankruptcy, he declared.

Mr. Ives advised the agents to join some taxpayers' organization. More than 2,000 of them are in active operation now, born of the present emergency, he added.

The companies now pay in premium taxes, licenses, etc., about \$100,000,000 a year, of which only \$4,000,000 goes to the maintenance of insurance supervision. "It is an excessive, unjust and inequitable burden upon every buyer of insurance," he said.

present rate discrepancies, the insurance companies have made a good effort to

(CONTINUED ON LAST PAGE)

Claim Men Meet in White Sulphur

Presentation of Gavel to Past Presidents Attending Interesting Ceremony at Convention

MEMBERSHIP INCREASES

International Association Gathering Is Reported in Sound Financial Shape—Valuable Papers Read

NEW OFFICERS ELECTED

President—Thomas F. Hickey, Metropolitan Life.
Vice-President—R. K. Metcalf, Connecticut General Life.
Secretary—Librarian—Louis L. Graham, Business Men's Assurance.
Treasurer—F. Leroy Templeman, Maryland Casualty.
Executive Committee—L. D. Erlon, Travelers Health, chairman; H. M. Cook, Mutual Life of Canada, and H. S. Don Carlos, Travelers.

WHITE SULPHUR SPRINGS, W. Va., Sept. 14.—There were many interesting features in the annual meeting here of the International Claim Association. One was the presentation of gavel to past presidents, inscribed with their names and the years they presided.

Thomas F. Hickey, superintendent of claims Metropolitan Life, chairman of the executive committee, which initiated this honor, presented a gavel to President H. S. Don Carlos, who then read his annual address.

Past President David N. Case, chief adjuster of the Travelers, received a gavel from President Don Carlos, associate chief adjuster of that company, and in turn presented gavels to the other past presidents who were present. These with the year they presided were: F. D. Harsh, 1914; M. Barratt Walker, 1915; C. O. Pauley, 1921; John A. Millener, 1923; John P. Bennett, 1925; Robert M. Sweitzer, 1926; Louis L. Graham, 1928; Harry P. Gallaher, 1929; George P. Smith, 1931.

Several Entertainment Features

Godfrey M. Day, assistant manager claim department, Connecticut General Life, reported as entertainment chairman on the annual dinner-dance Monday evening, and ladies' bridge Tuesday evening and the golf tournament Tuesday afternoon.

A satisfactory balance was reported by Treasurer F. Leroy Templeman, manager accident and health department, Maryland Casualty.

The addition of ten companies to membership was reported by the chairman of the membership and credentials committee, William A. Dennis, chief claim adjuster, Prudential. The new members are: Continental American Life, Wilmington, Del.; Continental Life, St. Louis; Fidelity Mutual Life, Philadelphia; George Washington Life,

(CONTINUED ON LAST PAGE)

Yancey Elected To Head Counsel

Creation of Important Committees
Is Authorized at International
Association Meeting

JONES RETIRES AS CHIEF

Questions of Curtailing Federal Court
Jurisdiction, "Bad Faith" Taken
Up at White Sulphur

George W. Yancey of Birmingham, Ala., was elected president of the International Association of Insurance Counsel at the White Sulphur annual meeting. He succeeds Edwin A. Jones, who has been continuously president since organization of the association at Toronto in May, 1927, but expressed a desire to retire. A resolution of deep affection and acknowledgment of and appreciation for his contributions toward building the association was voted.

The new vice-presidents are O. R. Beckwith, Hartford; Wayne Ely, St. Louis, Mo.; F. W. Hackett, Montreal; B. R. Jouett, Winchester, Ky.; D. E. C. Moore, Los Angeles, and W. A. Porteous, Jr., New Orleans. Secretary-treasurer, J. A. Millener, Rochester, N. Y. Members of the executive committee elected were J. G. McKay, Miami, Fla., and J. F. Ward, Columbus, O.

Important Changes Made

The report of the executive committee, recommending several important changes in procedure, was adopted. The recommendations were that the president appoint a committee to be known as the central legislative committee, composed of a general chairman, the president of the association and chairman of the executive committee. This committee will appoint in each state a local legislative sub-committee composed of chairman and two members resident in the state, the purpose being for the general committee to keep in touch throughout the country with proposed adverse legislation against companies and to contact proper company officials and their organizations dealing with legislative matters and foster legislation that is fair to the public and companies.

Each state sub-committee is to report to the central committee any needed changes in laws and to report adverse legislation, as well as actively to oppose inimical bills and foster fair legislation.

Form Membership Committee

Another step to be taken is to create a permanent committee known as the general membership committee, composed of president, secretary and chairman of the executive committee, which will name in each state a local committee composed of chairman and two members. The general committee is given authority to promulgate rules governing acceptance and rejection of applications.

Another committee is to consist of three members appointed by the president to formulate ways and means of publishing and mailing monthly to members a bulletin containing the association's news, insurance decisions and articles from members.

The executive committee's proposal that the annual meeting in 1933 be held in the central west the second or third week in August was accepted. The meeting probably will be in Chicago during the world's fair.

The executive committee reported 976
(CONTINUED ON LAST PAGE)

Program for the Mutual Convention at Columbus

The annual meeting of the National Association of Mutual Insurance Companies and the Federation of Mutual Fire Insurance Companies will be held at the Deshler hotel, Columbus, starting Sept. 26. The following is the program:

Monday, Sept. 26

Registration—All through convention. Advertising Exhibit—All through convention.

Golf Tournament—All day. Windstorm Group Meeting, chairman, A. E. Anderson, Cottonwood, Minn. Address—"Preparing for the Windy Day," A. E. Anderson, Cottonwood, Minn. Address—"An Assured's Conception of a Mutual Insurance Company," Edwin Diederichs, Manitowoc, Wis.

Address—"The Agent, His Duty, Education and Place in a Windstorm Company," George W. Miller, Bucyrus, O.

Round Table Discussion: Leaders: L. W. Sunday, Hastings, Mich.; James T. Reynolds, Madelia, Minn.; W. A. McEwan, Milton Junction, Wis. Assistants: C. J. Robideau, LaMoure, N. D.; R. E. Sawyer, Shelby, O.; W. H. Conklin, Rockford, Ill.

City and Town Group Meeting, chairman, Harry F. Schaeper, Newport, Ky.

Address—"How We Select the Risk," Harry Schaeper, Newport, Ky.

Address—"Group Activities of the New York Advance Premium Mutuals," V. D. Robinson, Edmeston, N. Y.

Address—"Selection and Prevention as Practiced by Our Association," Theodore R. Schmidt, Kewaskum, Wis.

Round Table Discussion: Leaders: F. A. Hoffman, Havre De Grace, Md.; W. R. Walters, Harrisburg, Pa.; Robert C. Gerstner, Indianapolis, Ind.

Noon, meeting of directors National Association of Mutual Insurance Companies.

Afternoon

Joint meeting Windstorm, Hail and City and Town Groups.

Chairmen, A. E. Anderson, Cottonwood, Minn.; Harry F. Schaeper, Newport, Ky.

Address—"Advantages and Disadvantages of a Combined Policy," J. F. McArdle, Omaha, Neb.

Address—"How the Lumber Mutuals Select Their Risks," Cicero Disher, Indianapolis, Ind.

Address—"Harry Harrison, Worcester, Mass.

Address—"B. Rees Jones, Des Moines, Ia.

Round Table Discussion: Leaders: Harry F. Gross, Des Moines; Frank P. Tucker, Albany, N. Y. Assistants: Theodore R. Schmidt, Kewaskum, Wis.; Guy C. Eaby, Lancaster, Pa.; F. A. Hoffman, Havre De Grace, Md.

7 p. m. General meeting. Reports of Secretary, Treasurer, National Council. Appointment of Committees.

Julius Barnes Will Speak at the Casualty Meeting

Julius H. Barnes of New York City, former president of the United States Chamber of Commerce, who has been active in many different lines but recently has come to the front in insurance, will be one of the speakers at the White Sulphur Springs casualty meeting the week of Sept. 26. Mr. Barnes is chairman of the board of the Missouri State Life. He is interested in the Kentucky Home Life of Louisville. He is now head of the Lloyds Insurance Company which will take over the Lloyds Casualty, Constitution Indemnity and the Detroit Fidelity & Surety. His latest

President's Annual Address—James S. Kemper, Chicago.

Address Arthur M. Hyde, Secretary of Agriculture.

Report of Necrology Committee.

* * *

Tuesday, Sept. 27

Breakfast for president and secretaries of state and national associations and members of the Century Club. President James S. Kemper, presiding.

Address—"Conferences of Executives," Homer J. Ferguson, McPherson, Kan.

Address—"Cooperative Loss Investigations," F. E. Lynch, Lincoln, Neb.

Address—"Association Relief Work," Harry L. Gross, Des Moines.

Address—"An Association Program," Frank P. Tucker, Albany, N. Y.

Address—"Our Job," Burton S. Flagg, Andover, Mass.

Study Groups.

Investigation and Adjustment of Claims, chairman, Roy C. Beard, McPherson, Kan.

Address—"Adjustments," Roy C. Beard, McPherson, Kan.

Address—"Shall We Repair or Pay?" L. W. Sunday, Hastings, Mich.

Address—"Adjusting Before the Loss," F. A. Hoffman, Havre De Grace, Md.

Reinsurance, chairman, Everett H. Tripp, Belvidere, Ill.

Address—"Purpose, Kinds and Value of Reinsurance," Mr. Tripp.

Address—"A Reinsurance Company," P. J. Shaw, Plover, Ia.

Address—"Specific and Blanket Reinsurance as Practiced by the Indiana Mutuals," Frank E. Hay, Indianapolis, Ind.

Hail Policy Contracts, chairman, Julius Bubolz, Appleton, Wis.

Address—"Stock vs. Mutual," Julius Bubolz, Appleton, Wis.

Address—"A Comparison of Policy Provisions of Hail Mutuals," John F. Zimmer, Lincoln, Neb.

Round Table Discussion: Leaders: W. A. Rutledge, Des Moines; Frank R. Baker, Indianapolis.

German Mutual Conference, chairman, Harry F. Schaeper, Newport, Ky.

Address—"J. C. Mindermann, Covington, Ky.

Round Table Discussion: Leaders: Paul Wagner, Louisville; Adam Schmitt, Cincinnati; Charlotte D. Riess, Indianapolis.

Automobile Conference, chairman, John Evans, Grinnell, Ia.

Address—"The Earmarks of the Farmers Automobile Mutual," Mr. Evans, Grinnell, Ia.

Report of Companies.

Address—"Cooperation in Handling Claims," T. E. Leavy, Los Angeles.

Discussion—"Difficulties of the Claim Man."

Round Table Discussion: Leaders: D. Ray Higgins, Indianapolis; H. J. Rowe, Des Moines. Assistants: Alvin Alderfer,

acquisition was the Shenandoah Life of Roanoke, Va. The holding company is the Insurance Equities Corporation.

Open Nation-Wide Campaign

NEW YORK, Sept. 14.—As part of the National Bureau of Casualty & Surety Underwriters nationwide campaign to insure greater safety upon the highways a series of crisp articles dealing with common traffic violations has been prepared by the motor vehicle administrators of 20 states and will be mailed by the bureau one each week to 350 leading newspapers throughout the country, the belief being that they will be read by not less than 20,000,000 persons. Many state officials contribute to the series.

June 30 Casualty Figures

(AS FILED WITH THE GEORGIA INSURANCE DEPARTMENT)

Company—	Capital	Assets	Surplus	6 Mos. Income	6 Mos. Disburs.
Hartford Live Stock.....	\$ 500,000	\$ 1,286,681	\$ 490,095	\$ 205,269	\$ 262,654
Standard Accident	1,213,360	19,654,046	2,080,249	10,269,454	9,939,635
Employers Liability		36,418,419	4,862,278	17,443,751	14,436,834
National Casualty.....	750,000	3,000,209	634,860	1,212,537	1,130,849
Industrial Life & Health.....	260,000	1,387,502	245,682	1,453,465	1,475,482
Lumb. Mut. Cas., Chicago....		1,693,475	2,011,033	9,993,157	8,597,699

Harleysville, Pa.; Wesley Johnson, Des Moines.

Meeting Federation of Mutual Fire Insurance Companies.

Joint Meeting of Study Groups, chairman, Charles Holz, Buckley, Ill.

Address—"Current Problems of the Farm Mutuals," Dr. V. N. Valgren, senior agricultural economist, United States Department of Agriculture, Washington, D. C.

Address—"The Story of Owen County," A. H. Myers, Indianapolis, Ind.

Address—"L. J. Taber, Master National Grange, Columbus, O.

Meeting Ladies' Auxiliary. Study Groups.

Investigation and Adjustment of Claims, chairman, Roy C. Beard, McPherson, Kan.

Address—"How to Fight the Arsonist," James Slocum, Detroit, Mich.

Address—"Cooperative Investigations," D. W. Biddle, Remington, Ind.

Round Table Discussion: Leaders: F. E. Lynch, Lincoln, Neb.; F. A. Hoffman, Havre De Grace, Md.

Protection and Prevention, chairman, W. E. Straub, Lincoln, Neb.

Discussion—"Our Hard Problem," R. E. Weaver, Rogers, Ark.; M. A. Pierson, Washington, N. J.; James R. Crawford, Beaver Creek, Minn.; H. K. Fisk, Flint, Mich.; E. J. Smalley, Topeka, Kan.; S. S. Miller, Covington, O.; G. M. Peters, Liberty, Mo.; Charles Holz, Buckley, Ill.; C. L. Strong, Logan, Ia.; E. W. Vary, Watertown, N. Y.; W. R. Walters, Harrisburg, Pa.

Round Table Discussion: Leaders: E. C. Mingenback, McPherson, Kan.; A. C. Millington, Omaha.

Hail Conference, chairman, Julius Bubolz, Appleton, Wis.

Discussion—"Not for Profit but for Protection: Can it be done to give needed protection with elimination of small claims, heavy acquisition expenses, expenses that will enable and induce most farmers to carry it?" D. C. Royer, Greeley, Colo.; C. J. Robideau, La Moure, N. D.; J. C. Staple, Columbia, Mo.; Ora C. King, Sweetser, Ind.; W. F. Ghormley, Des Moines.

1:30 p. m. Meeting Federation of Mutual Fire Insurance Companies.

Joint Meeting of Study Groups, chairman, Charles Holz, Buckley, Ill.

Address—"Prof. Henry Giese, Iowa State Agricultural College, Ames, Ia.

Discussion—"The Prevention Work of Our Company," W. W. Dodson, Harrisburg, Pa.; Fred C. Cromer, Los Angeles; Glenn E. Wray, Indianapolis.

Round Table Discussion: Leaders: W. E. Straub, Lincoln, Neb.; P. W. Bartsch, Newton, Kan. Assistants: A. E. Anderson, Cottonwood, Miss.; Milo A. White, Fremont, Mich.

General Session in charge of Mutual Advertising Managers.

Address—"Thomas Beck, President, Collier's, Chicago, Ill.

Address—"John B. Kennedy, Collier's Radio Hour, Chicago, Ill.

* * *

Wednesday, Sept. 28

Breakfast for Past Presidents. Study Groups.

Protection and Prevention, chairman, W. E. Straub, Lincoln, Neb.

Address—"Protection and Prevention by Classification," R. J. Chase, Lockport, N. Y.

Address—"Protection and Prevention by Inspection," L. P. Dendel, Lansing, Mich.

Address—"Protection and Prevention by Proper Valuation," Milo A. White, Fremont, Mich.

Hail and Windstorm Conference, chairman, Julius Bubolz, Appleton, Wis.

Address—"What Does the Assured Need in Windstorm and Hail Protection?" Dr. V. N. Valgren, Washington, D. C.

Investigation and Adjustment of Claims, chairman, Roy C. Beard, McPherson, Kan.

Round Table Discussion: Leaders: Roy C. Beard, McPherson, Kan.; F. E. Lynch, Lincoln, Neb.; F. A. Hoffman, Havre De Grace, Md.

Automobile Conference, chairman, John Evans, Grinnell, Ia.

Address—"Mail Solicitation as a Help to the Agent," Ezra C. Anstaett, Columbus, O.

Round Table Discussion: Leader: W. E. Robb, Howell, Mich.

Meeting Federation of Mutual Fire Insurance Companies.

Joint Meeting of Study Groups, chairman, Charles Holz, Buckley, Ill.

Address—"C. T. Warner, Insurance Commissioner of Ohio.

Round Table Discussion: Leaders: W. E. Straub, Lincoln, Neb.; Harry F. Gross, Des Moines; Frank F. Tucker, Albany, N. Y. Assistants: Eugene Mingen-

(CONTINUED ON PAGE 42)

Overlapping Rule Hit By N. Y. Board

Van Schaick Told Marine Powers
Should Be Even
Narrower

BROKERS ALSO PROTEST

Producers Object to Restrictions Which
Would Knock Out Comprehensive
Household Policy

NEW YORK, Sept. 14.—The New York Board of Fire Underwriters objects to certain portions of Superintendent Van Schaick's tentative ruling on the respective powers of fire, casualty and marine companies, particularly to the proposed ruling permitting marine companies to insure property classified as "instrumentalities of commerce, transportation or communication, whether movable or fixed."

The concluding paragraphs of the board's resolution state:

Hamper Salvage Work

"Whereas, if such classes of risks as enumerated above may hereafter be written under a marine cover the most effective work of fire prevention and salvage in which the New York board of fire underwriters has been engaged for more than half a century, must of necessity be discontinued, in that the revenues derived through assessment on the fire insurance premiums written in the city of New York will be so materially reduced as to be insufficient to carry on the work.

"So therefore be it resolved, that the board of directors of the New York Board of Fire Underwriters respectfully urges the superintendent of insurance to modify the tentative ruling so that the writings of marine insurance companies and marine departments of fire insurance companies shall be confined, except as to property referred to in paragraph three, to property appertaining to risks of navigation and transportation as specifically provided for in section 150 of the insurance law."

Brokers Add Protest

The Insurance Brokers' Association of New York has also sent to Mr. Van Schaick a memorandum on the proposed rulings urging that all three classes of companies, fire, marine and casualty, "should be allowed to write just as broadly as possible under the existing provisions of the law." Citing instances to show that there is no fixed policy or precedent in the insurance law or any insurance department rulings that would require elimination of overlapping underwriting power, the memorandum states that "There are many other proper overlaps and we submit that the overlapping of underwriting powers is in itself no evil.

All-Risk Is Favored

The memorandum continues: "We have heard it argued, unsoundly, that in lieu of an all-risks policy by a marine company an assured should be obliged to take out various types of policies to build up his coverage. It is manifest that if, instead of all-risks or broad comprehensive protection now available, the assured should hereafter be obliged to take out a fire insurance policy, a burglary policy, a water damage policy, a transit policy, a windstorm policy and earthquake insurance, plus any other individual policies available, all the coverages would not equal the all-risks pro-

LIVINGSTON HEADS NEW JERSEY BODY

(CONTINUED FROM PAGE 5)

The only resolution adopted at the gathering was that urging continuance by the insurance department of its publication of supplemental lists of licensed insurance brokers, information valuable to agents, the dissemination of which was abandoned by the department a short time ago as a measure of economy.

Though no action was taken upon the recommendation of President Nelson that in view of the high importance of the insurance interests of New Jersey, a separate department for its administration should be formed; nor upon the proposal of Chairman Livingston of the executive committee that a paid secretary be employed who would devote his entire time to furthering its interests, both suggestions appeared to meet with general favor. Official sanction may be given either or both at the semi-annual meeting next spring.

Maintained Its Membership

In point of membership, finances and solidarity of purpose the New Jersey association entered the 39th year of its existence in enviable shape. Despite the depression from which agents as well as business men generally suffer, the association managed to maintain its membership roll practically intact, the report of Secretary H. R. Burr revealing that 392 agents are in good standing, and a balance of \$1,144 is in the treasury.

Although overhead writing is still being practiced by certain companies, the evil is not nearly so prevalent now as was the case some time ago, according to the report of the executive committee by Chairman A. V. Livingston. Nevertheless, agents were cautioned to be on the alert to detect violations and to promptly report them. The committee has likewise been active in studying the appointment of building and loan secretaries as insurance agents; the position of bank agencies and the matter of automobile rates. Mr. Livingston stated that intimation had been given by the National Bureau of Casualty & Surety Underwriters in the last mentioned connection that in the future before new automobile rates were promulgated the local men will be taken into the confidence of the executives and details of a contemplated program discussed with them.

The executive committee favored the employment of a paid secretary. The committee further held that membership in local boards should be made co-extensive with membership in the state and the National associations.

Report of Legislative Committee

One of the most important committees is that dealing with legislative matters. The report read by Mr. Hurtzig in the absence of Chairman H. L. Godshall, was a summary of the laws enacted during the past six months, the great majority proving to be amendments to existing statutes applicable to workmen's compensation insurance. The majority of the measures were of a helpful character; none of an iniquitous nature having been passed.

Though disappointed at the failure to

tection, and the assured would be obliged to pay to a multitude of companies an expense factor and a prospective profit, materially adding to the cost of the lessened protection he would receive. That is the gist of our argument.

"We have not gone into details on the various points in controversy between the three classes of insurance companies. It is the fundamental point which we wish to impress on you. The prime consideration is the interest of the public, rather than protection of the market for narrow forms of insurance coverage in competition with legitimate necessary broader coverages."

secure the enactment of the agents' qualification bill, Julius Klein, chairman of the committee, charged with its preparation, felt very confident of the passage of the measure when the law-makers again meet. In its amended form the bill will have the support of the companies.

Special Guests at Luncheon

At the conclusion of the business session adjournment was had for luncheon, special guests including: A. Duncan Reid, president Globe Indemnity; P. H. Goodwin and T. C. Moffatt, past presidents, and W. H. Bennett, secretary National Association of Insurance Agents; Dr. H. J. Stack, National Bureau of Casualty & Surety Underwriters; L. A. Watson, official fire rater of the state, and W. Schaefer, president of the Casualty Underwriters Association of New Jersey.

Extended remarks were made by Messrs. Reid, Bennett and Dr. Stack, while Messrs. Goodwin, Moffatt, Watson and Schaefer each spoke briefly. Mr. Goodwin, who but an hour before reached New York from his home in San Diego, en route to attend the annual convention of the National association at Philadelphia next week, recalling that it was before the New Jersey association that he made his first address following his election to the presidency of the National body three years ago, urged the state representatives to carry on as they had thus far.

Watson Sounds Warning Note

Mr. Watson cautioned his hearers to watch their business with unusual care these days, noting particularly efforts to violate rates on the part of outside brokers, who are bidding actively for control of large lines. He further warned that if the solvency of the stock companies was to be maintained, adequate rates must be secured, and that this only could be done through the loyal adherence of the local men to promulgated tariffs. Any cheapening in price would inevitably mean, he asserted, a corresponding cheapening in the character to the indemnity sold. He advocated the careful inspection of all risks, not excluding residential properties; the loss ratio having proven unusually severe of late. That the moral hazard in the fire insurance business is more prevalent today than ever before there can be no question, he stated. Mr. Watson advised tabulating all idle properties in the state and as rapidly as possible, the daily reports passing through the stamping office covering on such risks, being red slipped, thus calling to the attention of the companies the condition of the properties under review.

Promoting a Dwelling Company

Another situation it behooves agents to keep careful eye upon, Mr. Watson stated, was the move in progress to launch a fire company for the exclusive writing of dwelling risks, the promoters of the idea hoping to enlist in its support building and loan associations throughout the state, and to corral insurance through such connections.

In view of the community of interest between fire and casualty agents President Schaefer of the state casualty association felt many of the fire men should join the casualty organization in addition to their own body and help in the solution of problems common to both.

W. H. Bennett a Speaker

Local agents in their consideration of conditions in the field and in speculating upon methods for their improvement, should not regard them from the standpoint of individual profit, but from the larger viewpoint as to their effect upon the country as a whole, was the caution given by Secretary Bennett, of the National association in his survey of "Current Events in Insurance." More new theories as to the conduct of the business are being advanced today than ever

before. It behooves local men to aid in every possible way in placing insurance upon a sound and enduring basis, he maintained. The rate question he held was of monumental importance, notably in connection with workmen's compensation insurance, companies engaged in that line having suffered an aggregate loss of approximately \$100,000,000 during recent years. This, in Mr. Bennett's mind, raised the question as to whether the business was pitched upon the proper basis, or whether radical fundamental changes were essential.

Place for Legitimate Agents

The primary need in underwriting as he saw it was a reinsurance upon the part of everyone engaged in the business that he was getting all he was entitled to in return for service honestly and efficiently rendered. While changes of momentous account are apparently going on in underwriting circles, and none could predict with certainty as to what the future had in store, there was no question, Mr. Bennett asserted, that whatever the outcome there would be a place in the ranks for the conscientious and aggressive local agent, just as there will be need for the sound and well conducted insurance company.

What may be accomplished in the way of accident prevention along the highways was recited by Dr. Stack, of the National Bureau, who briefly told the results of the safety campaign conducted throughout Bergen county last June and July. Through aggressively campaigning for road safety, agents in addition to rendering a distinctly human service, can most effectively secure for their clients a reduction in premium rates for automobile insurance; thus emphasizing the oft made assertion that underwriters do not make rates but tabulate the loss data and predicate charges for indemnity thereon.

An incident of the gathering was the presentation to President H. B. Nelson of a handsomely engraved gold watch, and to Secretary H. R. Burr of a fine leather brief case, in appreciation of the meritorious work each had performed in the interests of the organization during their two years of service.

Mutual "Ad" Conference Judges Are Now Appointed

Three nationally-known advertising authorities will judge the exhibit on mutual insurance advertising which will be displayed at the annual Mutual Insurance Advertising Conference, Columbus, Ohio, Sept. 26-29. Dr. H. H. Maynard, head of the marketing and advertising department of the college of commerce, Ohio State University, is chairman of the judges committee. The other members are T. T. Frankenberg, counselor in publicity, nationally-known authority on copy and layout, and G. R. Johnston, Jr., advertising manager of the Columbus Coated Fabrics Corporation. M. P. Luthy, advertising manager of the Lumbermen's Mutual Casualty of Chicago and chairman of the conference, reports that several hundred mutual companies will be represented in the exhibit.

Ankenbauer Has Improved

John F. Ankenbauer, Cincinnati local agent, has gained strength during the past week, but is still critically ill at the Good Samaritan Hospital there with a heart attack.

Ohio Managers Meeting

COLUMBUS, O., Sept. 14.—John H. Parks of Cleveland, president of the Ohio Association of Casualty & Surety Managers, explained the reasons for the recent increase in automobile rates at the first meeting for the season. The accident prevention program of the National Bureau of Casualty & Surety Underwriters also was discussed.

President Wilfred Kurth of the Home of New York arrived home last week on the "Europa" from a trip abroad.

NEWS OF THE COMPANIES

Why Company Was Refused

New York Superintendent Tells Why Shelby Mutual Plate Glass Was Not Licensed

NEW YORK, Sept. 14.—Superintendent Van Schaick has denied the application of the Shelby Mutual Plate Glass of Shelby, Ohio, for admission to this state. In explanation of his action he states that in 27 of the 28 states in which it is licensed it issues non-assessable policies only, whereas, if allowed to enter New York, it would be compelled to write business in the state upon an assessable basis and in the event of its liquidation New York policyholders might be called upon for deficiencies under policies written in those states where no assessment could be laid. Considering such possible contingency and the fact that the Shelby Mutual writes risks "pertaining to automobile liability," contrary to the provisions of that section of the law under which it sought entry into the state, its appeal was denied.

The superintendent points out that his ruling in the case must be distinguished from the department's decision in the application of the Factory Mutual Liability of Providence last June, which company, licensed to write non-assessable business outside New York, was authorized to operate here "upon the substitution of a guaranty fund in lieu of the assessment feature and the enactment of a by-law designed to protect New York policyholders against assessments for deficiencies under policies written where no assessment could be laid." Mr. Van Schaick makes it clear that there exists no desire on the part of the department to extend extra-territorial jurisdiction. While disclaiming any wish "to exact a sacrifice of a foreign company's statutory or constitutional rights," the department "does insist upon its authority to set up standards of security and protection for the benefit of New York policyholders."

Some Semi-Annual Figures of Casualty Companies

Hoosier Casualty—Assets \$589,003, capital \$150,000, premium reserve \$149,969, net surplus \$138,331, premiums for the first six months \$656,932.

Mercer Casualty, Celina, O.—Capital \$250,000, assets \$1,153,617, premium reserve \$333,492, net surplus \$122,148, premiums for the first six months \$513,656.

Preferred Accident—Assets \$8,156,605, capital \$875,000, contingent reserve \$400,000, premium reserve \$2,374,546, net surplus \$1,075,149, premiums six months \$2,560,733.

Employers Liability—Assets \$36,418,150, statutory deposit \$800,000, voluntary reserve \$750,000, premium reserve \$12,526,931, net surplus \$4,312,279, net premiums six months \$16,687,053.

American Employers, Boston—Assets \$7,345,626, capital \$1,000,000, contingent reserve \$300,000, premium reserve \$2,524,409, net surplus \$398,241, premiums six months \$3,239,477.

Standard Accident—Assets \$19,654,047, capital \$1,213,360, net surplus \$2,080,250, income six months \$10,269,454, disbursements \$9,939,635.

Develops Auto Line

The Builders & Manufacturers Mutual Casualty of Chicago has been admitted to Ohio and to Wisconsin. The company has been admitted to six new states this year. It is seeking to develop its

automobile business and contemplates being entered in 15 states shortly. It is now entered in 11. In North Dakota, the Builders & Manufacturers writes a joint automobile policy with the Implement Dealers Mutual Fire of Grand Forks, N. D. In Illinois, it writes a joint policy with the Illinois Mutual Fire of Belvidere, Ill.

Illinois National Casualty Adds Home Office Space

The Illinois National Casualty is increasing its home office space at 540 North Michigan avenue, Chicago, to permit handling its increased volume of business. The company has shown a consistent increase in premium income of between 25 and 30 percent in the first eight months this year. It now operates exclusively in Illinois and Indiana, with Illinois service offices in Springfield, Kankakee and Belleville, and Indiana service offices in South Bend and Peru. It writes automobile insurance exclusively.

Through several years of careful underwriting of automobile insurance among farmers who, it is felt, drive their automobiles fewer miles, less hours and

at a lower rate of speed with fewer accidents, arrangements have been made with agents for special rate consideration for issuing the regular standard policy to this preferred class of automobile owners.

Buckeye Union Casualty

Recent changes in titles and personnel at the Buckeye Union Casualty of Columbus, O., include the naming of B. J. Mertz, for many years head of the accounting department, as comptroller, and the appointment of D. O. Crites as assistant to Mr. Mertz in the accounting department. Mr. Crites was formerly in the accident and health department of the Central Casualty and was also at one time secretary-treasurer of the Rorer-Burt Agency in Columbus.

Motor Vehicle Casualty Figures

The Motor Vehicle Casualty of Chicago in its semi-annual statement shows assets \$702,522, premium reserve \$294,421, volunteer contingent reserve \$50,000, capital \$200,000, policyholders surplus \$254,181.

Casualty Company Notes

The **Mutual Boiler Insurance Company** of Boston has been licensed in Illinois. The **Postal Life & Casualty** has purchased a site on the Country Club Plaza, Kansas City, Mo., where it will soon begin the construction of a new home office building.

CHANGES IN CASUALTY FIELD

Rearranges Its Ohio Lineup

Standard Accident Makes Changes There Following Consolidation of Two Offices

W. F. Brewer, special agent in Ohio for the Standard Accident, has resigned. Some months ago the Cleveland office of the Standard Accident was consolidated with the Cincinnati office and Manager Everett K. Welch was moved to Cincinnati office as associate manager to State Manager George H. Tow. Several of the larger agencies in northern Ohio are now reporting direct to the home office but the fidelity and surety department in charge of V. L. Kloppenburg remains in Cleveland, covering the entire state. The casualty departments are now in charge of Manager Tow at Cincinnati.

Enck & Linnell Named

The well known general agency of Enck & Linnell of Minneapolis has been

appointed general agent in Minnesota for the London Guarantee, which heretofore has been represented in the Leach-Lindvall agency.

Banks Goes to Cleveland

C. C. Banks, underwriter in the home office of the Bankers Indemnity in Newark, has been transferred to its Cleveland service office. Mr. Banks, a native of Colorado and educated in Colorado University, has had country-wide experience, connected variously with the London Guarantee, Union Indemnity, United States Fidelity & Guaranty, Century Indemnity and Southern Surety.

Other Casualty Changes

T. P. Stearns, formerly of Detroit, has been transferred to the mountain field by the United States Fidelity & Guaranty. He will travel New Mexico as special agent.

J. D. Smith, surety manager of the Globe Indemnity at Philadelphia, is resigning to engage in the insurance business on his own account. He was formerly with the Philadelphia office of the Fidelity & Casualty.

WORKMEN'S COMPENSATION

Revise Michigan Fund Method

Competitive Practices Objected to by Agents Are Abolished—New Manager Makes Statement

LANSING, MICH., Sept. 14.—The state accident fund, under new management, is improving its financial position and has entirely reformed its competitive policy, according to John W. Haarer, the present manager, who supplanted Roy M. Watkins a few months ago. Mr. Haarer said the former competitive activities which brought bitter complaints from local agents throughout the state have been discontinued and that solicitation of business is now left to the auditors and adjusters who use part of their time in quest of new lines. Formerly solicitors were employed who apparently used questionable methods and attempted to convince prospects

that the fund was in every sense a state institution backed financially by the state's resources. Mr. Haarer said that the present part-time solicitors are instructed definitely to guard against any misrepresentation of the fund's status as other than a mutual insurance carrier, formed to provide compensation insurance facilities under state auspices because of the passage of the workmen's compensation law.

Leslie Justifies N. Y. Boost

Asks Van Schaick to Approve 10 Percent Increase to Offset Wage Cuts

Associate General Manager William Leslie of the National Bureau of Casualty & Surety Underwriters has asked Superintendent Van Schaick to consider an increase of 10 percent in the rates as

filed by the New York Compensation Insurance Rating Board in order to offset the effect of wage reductions that have taken place in the state. He also asked him to study the proposal of stock companies to apply a discount of 12.5 percent on premiums in excess of \$1,000 on any individual risk. Such a discount, Mr. Leslie says, would "reflect a reduction in the expense loading from 39.5 percent on the first \$1,000 of premium to 30.9 percent on premiums above \$1,000."

Mr. Leslie stated that 13 companies in 1930 made a study of the relative difference in the cost of handling large and small risks. The results showed that while 45 percent of the total premiums are from risks of \$1,000 and less, 70 percent of the total expense for administration and payroll audit is incurred in connection with such risks. About 97 percent of all the risks insured are in the lower premium group. Many administration expenses such as underwriting, accounting, statistical and general expense of supervision and administration can be performed as quickly and as inexpensively for a large as for a small risk, he said.

Mr. Leslie contended that there is no preferential treatment for large policyholders under the 12½ percent discount, which he points out would apply to that part of the premium in excess of \$1,000 per risk on each and every risk developing premiums in excess of \$1,000. The rates to be applied to small and large risks are the same and so far as the first \$1,000 premium is concerned the charge against the insured for this part of the risk is not in any way affected by the discount.

Aetna Holds Accident Clinic

A clinic sponsored by the Aetna Life was held in Indianapolis last week to decide whether approximately 50 persons from Indiana, Michigan, Illinois, Missouri and Kentucky, who have been injured seriously in industrial accidents, are proper subjects for the company's clinic at Syracuse, N. Y., where rehabilitation treatment is given. R. H. Espy, supervisor of claims for Indiana, was in charge of the meeting. Dr. R. N. Gray of Hartford and Dr. C. P. Hutchins of Syracuse, head of the clinic there, headed the physicians in attendance.

Record Compensation Case Closed

John Schaub, who was injured Dec. 13, 1917, in an industrial accident at Petaluma, Cal., is dead. Medical men declared at the time that Schaub could not live more than six months, but a fighting heart and a determined will kept him alive for almost 15 years. Paralyzed from the waist down, he had been confined to the hospital ever since his injury.

The hospital, nursing and doctors' services reached a total of \$43,227, which, according to the California industrial commission, undoubtedly sets a record for compensation costs in that state, and probably for all states.

Briefs Filed in North Carolina

Briefs have been filed separately by stock and mutual companies writing compensation in North Carolina in connection with the proposed increase in rates. These are being distributed to some of the large employers by Commissioner Boney so that they can study them in advance of the hearing which he is to hold. The hearing has been postponed and Commissioner Boney now thinks it will be set for Sept. 21.

Oklahoma Increase Argued

OKLAHOMA CITY, Sept. 14.—The case involving an increase in compensation rates in Oklahoma was argued before the supreme court yesterday but a decision may not be handed down for some time.

With Governor Murray's special committee now at work preparing findings of fact and a general review of compensation conditions talk of a state fund

plan has been reviewed. There will be strong opposition to such a proposal and a movement already is under way to fight such a measure. According to William Murdoch, former secretary of the state insurance board, 11 counties

have organized working forces to combat the plan. Alleged failure of some states with state insurance to meet obligations will be cited in the campaign against adopting any such form of insurance in Oklahoma.

ACCIDENT AND HEALTH FIELD

Plan Detroit Sales Congress

Outstanding Program Arranged by Accident & Health Managers Club for Sessions Sept. 22

DETROIT, Sept. 14.—An outstanding program has been arranged for the first accident and health sales congress of the Accident & Health Managers Club of Detroit Sept. 22.

W. G. Curtis, president National Casualty, will speak on "The Responsibility of the Agent to the Public and the Company;" E. H. ("Count") Mueller, Wisconsin state manager for the Provident Life & Accident and president of the National Association of Accident & Health Managers, on "The Opportunities Accident and Health Insurance Offer the Agent." E. Hauschild, assistant secretary Continental Casualty, Chicago, on "The Agent and the Underwriter" and E. M. Broeckel, Detroit manager Retail Credit Company, on "Inspections," and A. Warren Saunders, Pacific Mutual Life, Detroit, will give a sales demonstration. I. F. Heffler will conclude the morning session with an address on "Proper Approaches."

Ernest W. Owen, Detroit branch manager Sun Life, famous for his inspirational bulletins to his large staff, will talk on "The Thirteen Keys to Success" at the luncheon. At the afternoon session Paul Schultz, claims auditor General Accident, will discuss "The Relationship Between the Agent and the Claims Department," followed by a sales demonstration by E. H. McFarland, state manager North American Accident. R. T. Smith, manager Travelers, will speak on "Why Sell Accident & Health Insurance?" and Claris Adams, executive vice-president of the American Life and former secretary of the American Life Convention, will close the congress with an inspirational address.

Form New Agency in Chicago

Hawkins and Stoffels Organize Sentinel A. & H. Office—General Agent for Sentinel Life

The Sentinel Accident & Health agency has been formed in Chicago and has been appointed general agent exclusively for the accident and health departments by the Sentinel Life of Kansas City. Val H. Hawkins is president; Oscar A. Stoffels, vice-president, and Edgar O. Stoffels, secretary-treasurer. Mr. Hawkins formerly was connected with the General Accident, United States Fidelity & Guaranty and more recently the Commercial Casualty in Chicago. He is widely known throughout Illinois, which he has covered for many years, and he is considered one of the ablest underwriters and production men in that territory. Oscar A. Stoffels is well known to insurance men, having been in the field since early in 1909, operating his own general agency. His son, Edgar O., entered the business with his father, in 1926 becoming general manager of the original Stoffels agency.

Chicago Club Changes Its Name; Plans Sales Congress

The Accident & Health Managers Club of Chicago, at its first meeting of the season Monday, voted to change its name to the Accident & Health Insur-

ance Club of Chicago. The change was made for the purpose of bringing in men active in production work who do not have the title of manager and may have felt that they were not eligible to membership. Plans for an intensive membership drive were also outlined.

The club voted unanimously to hold an accident and health sales congress, probably in November. Plans were also made for a field day later this month at the Euclid Hills Country Club, to which life insurance men will be invited.

President R. W. Abbott, Maryland Casualty, explained why the club withdrew from the National Association of Accident & Health Managers. He gave as the principal reasons the lack of interest in the National association, as evidenced by the non-attendance of Chicagoans at the national convention there in June, and the expense of Na-

tional association dues, which made it necessary for the local club to increase its dues last spring. He also referred to a resolution regarding ownership of business by agents, presented at the National association meeting, which some company men felt might bring about a conflict in interests. A new schedule of dues was adopted, fixing the amount at \$12 per year if luncheons are paid for in advance and \$5 if members wish "to pay as they go."

C. W. Davis, Pacific Mutual, chairman of the program committee, announced that J. V. Rathbone, superintendent of agents of the accident and health department of the Continental Casualty, will speak at the October meeting and Dr. J. B. Jack, well known Chicago medical examiner, in November.

American Medical Licensed

OKLAHOMA CITY, Sept. 14.—The American Medical Insurance Society has completed its organization and has been licensed in Oklahoma. William Murdoch, former secretary of the insurance board, is president and Judge George M. Nicholson, former chief justice of the Oklahoma supreme court is vice-president. J. W. Bickell, for 14 years assistant secretary of the Masonic

Consistory at Guthrie, is secretary-treasurer.

It will furnish medical, surgical and hospital protection. The society has applications on file for state agencies in about 20 states and is planning to enter a number of those states.

Test Washington Aviation Ruling

The Pacific Mutual Life has filed suit against the Washington insurance department to set aside its ruling barring the so-called aviation clause on life, health and accident policies written in that state. Heretofore the department has held that it would not allow the writing of standardized contracts which differ only in the respect that they exclude the contingency of injury or death caused while riding in an airplane.

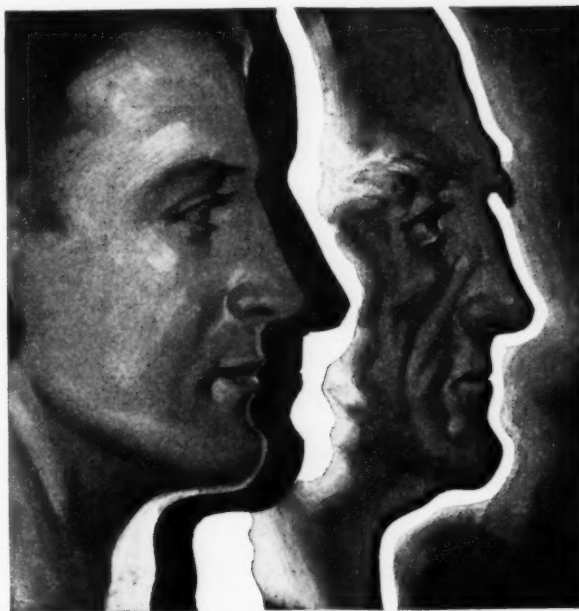
Detroit Club Annual Meeting

DETROIT, Sept. 14.—The annual meeting of the Accident & Health Managers Club of Detroit will be held tomorrow evening. H. H. Jones, Commercial Casualty, chairman of the entertainment committee, has arranged an interesting program.

More Regional Vice-Presidents

MADISON, WIS., Sept. 14.—E. H. Mueller, president of the National Asso-

VIEWPOINT



AGENCY UNDERSTANDING

Seasoned viewpoint promotes a sympathetic understanding of agency problems insures harmonious relations between agent and Company.

Continental executives are familiar with every day agency problems. Their spurs were won by performance in the field.

This viewpoint, young enough to be aggressive, old enough to be conservative, has been a factor in the success of these Companies and their agents. It insures the DURABILITY of this institution.

CONTINENTAL
CASUALTY ASSURANCE
COMPANIES
CHICAGO ILLINOIS



The ILLINOIS CASUALTY COMPANY

of Springfield

is, and has been for many years past, the only stock Automobile Insurance Company located in Springfield, Illinois. ■■ It has never moved its Home Office from Springfield. ■■ It has never merged with any other Company. ■■ It has never wavered in its capacity to serve its agents and assureds. ■■ THE ILLINOIS CASUALTY CO. STANDS ALONE AND STANDS STRONGLY.

June 30, 1932

Assets, \$661,897.72 Liabilities, \$854,846.57
For each \$1.00 of Liability there is \$1.86 of Assets

FOR OPEN TERRITORY IN
ILLINOIS INDIANA IOWA MICHIGAN MISSOURI
WRITE

P. W. PICKERING
SECRETARY

CASUALTY & SURETY
EXCESS COVERS
REINSURANCE

THE EXCESS INSURANCE COMPANY OF AMERICA

JAMES GIBBS, President

Executive Offices:
10 CEDAR STREET
NEW YORK CITY
NEW YORK

Telephone: Whitehall 4-0050

BACON, WHIPPLE & CO.

Established 1926

H. W. CORNELIUS, Specialist
Insurance and Bank Stocks

Tel. State 3100

112 W. Adams St., Chicago

Members Chicago Stock Exchange, Chicago Curb and Milwaukee Stock Exchange

Sunderlin's new book, "AUTOMOBILE INSURANCE" is a valuable brief on practically every question arising in the law of automobile insurance. Bound in limp leather. Single copy \$18. Order from The National Underwriter.

ciation of Accident & Health Managers, has appointed H. A. Connington, manager of the accident and health department of the Aetna Life at Cleveland, as regional vice-president for the Great Lakes states, and H. B. Fowler, superintendent of the accident department of the Columbian National Life, Boston, as regional vice-president for the New England states.

Fidelity-Surety Activities

Is Trustee in Bankruptcy to Be Preferred Creditor?

John G. McKay of Miller, McKay, Dickson & De Jarnette, Miami, Fla., reviewed an important case before the International Association of Insurance Counsel in its White Sulphur Springs, W. Va., meeting, involving the question of whether the deposit of a trustee in bankruptcy of an insolvent bank which has been designated as a depository has a preferred status. The matter is now pending in the U. S. Supreme Court on application for writ of certiorari from the fifth circuit. It involves the Union Indemnity, United States Fidelity & Guaranty and Hartford Accident under depository bonds on the First American Bank & Trust Co. of West Palm Beach, Fla. These companies were interested in bonds given by the bank to qualify as the depository under the federal bankruptcy act. The amount was over \$90,000.

Louisville Loss Settled

LOUISVILLE, Sept. 14.—The Fidelity & Casualty and Union Indemnity have reached an agreement with state officials whereby the companies will pay the state \$48,364, representing the amount lost by the state through manipulation of automobile and truck license fees collected by W. G. Stiglitz, Louisville, former county clerk. The Union Indemnity pays \$23,780 and the F. & C., \$24,583.

Philadelphia Post Office Bond

NEW YORK, Sept. 14.—A bond for 50 percent of the contract award for the erection of the new postoffice at Philadelphia is required under the federal specifications. The cost of the work as estimated by the government engineers is \$6,000,000, the completion time allowed being 720 days. The rate for the bond as determined by the Towner Rating Bureau is \$11.65 per \$1,000.

The successful bidder was Starrett Brothers & Ekern, who secured the job for \$4,440,000. The National Surety had the bid bonds and it is expected it will get the contract bonds in consequence.

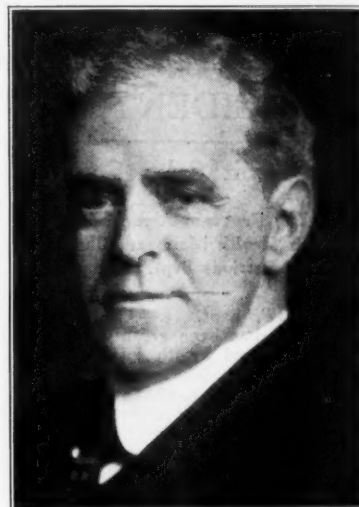
Plan Milwaukee-Chicago Tourney

MILWAUKEE, Sept. 14.—The Surety Underwriters Association of Milwaukee will be host to the Chicago association at a golf tournament at one of the local golf clubs later this month. Last June the Milwaukee surety men were guests of the Chicago association at a joint outing there and are now arranging for a return match. The local surety men resumed their meetings Sept. 9.

Resume Los Angeles Meetings

LOS ANGELES, Sept. 14.—The Casualty Association of Los Angeles will resume its luncheon meetings Sept. 19 with a program featuring consideration of an active educational movement for agents and underwriters. W. E. Shiels of the Travelers, president of the association, will preside and it is expected that R. E. Laley, Pacific Coast manager for the National Bureau of Casualty &

Heads Claim Men



THOMAS F. HICKEY

Thomas F. Hickey, superintendent of claims for the Metropolitan Life, was elected president of the International Claim Association at its annual meeting this week at White Sulphur. Mr. Hickey has long been one of the most prominent figures in the claim association and has served as chairman of its executive committee for the past two years.

Surety Underwriters, will be present and speak.

Program for the Mutual Convention at Columbus

(CONTINUED FROM PAGE 38)

back, McPherson, Kan.; Milo A. White, Fremont, Mich.; Glenna E. Wray, Indianapolis.

Meeting Ladies' Auxiliary.
Luncheon in charge of Mutual Advertising Managers.

Address—Homer J. Buckley, president, Buckley, Dement & Co., Chicago.

Afternoon

Study Groups.
Protection and Prevention, chairman, W. E. Straub, Lincoln, Neb.

Address—"Protection and Prevention by Construction," Prof. Henry Giese, Ames, Ia.

Address—"Protection and Prevention by Valuation," F. D. Leizear, Sandy Spring, Md.

Investigations and Adjustments, chairman, Roy C. Beard, McPherson, Kan.

Wind—Harry F. Gross, Des Moines.

Hall—W. A. Rutledge, Des Moines.

Automobile—M. D. Lincoln, Columbus, O.

Round Table Discussion: Leader: H. J. Rowe, Des Moines.

Classification and Inspection, chairman, Milo A. White, Fremont, Mich.

Discussion: "How to Organize and Start the Work of Classification and Inspection." Leaders: Dr. V. N. Valgren, Washington, D. C.; Earl H. Myer, Crawfordsville, Ind.; W. R. Walters, Harrisburg, Pa.

Joint Meeting of Study Groups, chairman, Charles Holz, Buckley, Ill.

"In the Course of a Day."

Inspector—Earl H. Myer, Crawfordsville, Ind.

Agent—Chas. M. Boteler, Washington, D. C.

Adjuster—F. E. Lynch, Lincoln, Neb.

Underwriter—O. E. Hurst, Lexington, Ky.

Company Manager—E. C. Mingenback, McPherson, Kan.

Round Table Discussion: Leaders: W. E. Straub, Lincoln, Neb.; Harry F. Gross, Des Moines; Frank P. Tucker, Albany, N. Y. Assistants: Eugene Mingenback, McPherson, Kan.; Milo A. White, Fremont, Mich.; Glenna E. Wray, Indianapolis.

6:30 p. m. Banquet.

Address—George White, Governor of Ohio.

Address—Merle Thorpe, Editor, "Nation's Business," Washington, D. C.

Best in Vigorous Company Critique

(CONTINUED FROM PAGE 3)

ers in permitting the filing of statements as of Dec. 31, 1931, on the basis of average valuation of bonds and stocks owned, while in casualty and surety the companies also faced impaired underwriting results which with some companies was little short of disastrous, he said. The turn has come, however, the particular lines which made underwriting operations unprofitable in recent years now being well in hand, the security market being on the upturn and in Mr. Best's opinion the worst being over.

He finds general business conditions, while far from normal, sufficiently improved to make it imperative that bad situations in individual companies be no longer tolerated and vigorous steps taken to correct them. There is a special obligation on management to conduct insurance companies on the highest possible plane of truth and integrity, he said; there is no room in the business for a weak or unfit company or management.

Suggest Vigorous Action

If after reasonable time has been allowed for bad situations, company managements show themselves either unwilling or unable to correct them, Mr. Best believes the obligation rests on commissioners and others influential in insurance to exert pressure to that end in order fully to protect policyholders. To accomplish this, he finds, it will be necessary to make changes through purchase, consolidation, refinancing or reinsurance and liquidation.

There was no need for all of the 450 new companies organized in this country during the boom period, he said. Most of these, he finds, suffered heavy promotion expenses; it was entirely impossible to secure the right kind of management for so many carriers and a heavy company mortality resulted.

Public interest in purchasing fire companies really began about 30 years ago, he said, when fire companies' stocks sold on the market for much less than their true worth, measured either by liquidating value or earnings. In contrast, during the recent boom period insurance stocks sold readily at a great deal more than they were worth. It was virtually impossible to purchase companies for cash because persons with cash would not pay the absurdly inflated values.

Some abuses crept in. Purchases usually were made on the basis of exchange of stock at inflated value, which, however, hurt no one unless one stock was inflated more than the other. During the recent deflation period insurance stocks have sold at much less than their real values, but persons with money were unwilling to buy at anything approaching liquidating value, computed without allowance for value of agency plants. However, Mr. Best says purchases of some companies are being made and will continue to be made because of the fact that many owners of large blocks of insurance stocks have borrowed against them, are unable to repay their loans and are thus distress-sellers.

Mr. Best inveighed against "shoe-string" operations. He finds people constantly bobbing up with optimism, and little more, to swing large company purchases. This brings temptation, he says, to manipulate assets in order to raise money necessary to meet installment payments under stock purchase agreements. Where carriers pass into control of weak interests, assets may be manipulated to provide funds for other activities of the buyers. He cited instances of substitution of unsalable securities of debatable value for first class liquid securities, and hypothecation of other sound securities with a decrease in income from operations to the point where disintegration began.

One of the great dangers to those in control of a company who sell for

small down payments in a consolidation project, is the impossibility of unscrambling the consolidation in case anything goes wrong, and the certainty that the best the original owner could expect would be a substantial minority interest in the consolidated company instead of the controlling interest in the original one.

"Consolidations are entirely sound in principle but often bad in practice," Mr. Best said. "When well conducted, they result in substantial operating economies and greater safety for policyholders and stockholders. Some people seem to have the idea that there is some magic in consolidation by which something can be created out of nothing. Adding zero to zero has always produced zero. In that particular portion of the insurance field more capital is needed, despite the recent rise in the security market which has greatly strengthened many companies which were in serious difficulties.

"The bad feature of consolidations which has come under my notice is overloading the consolidated company with officers; every one who has had a finger in the management of either of the consolidated companies wants to hang onto his job, which is natural but uneconomic. Frequently also, reserves for pending claims and other liabilities are under-estimated and the value of assets padded in an effort to make the consolidation seem as rosy as possible. Another important point which in some cases should be the controlling one in considering the desirability of consolidation is the loss of agency plant value which always occurs if the consolidated company is operating in the same general territory. Duplication of agencies must be eliminated at many points under the operating rules established by the companies themselves."

Mr. Best said current problems regarding consolidations include the difficulty of arriving at agreement as to value of assets, particularly mortgage loans and real estate; of estimating accurately ultimate cost of contingent liability, such as probable ultimate cost of improvident underwriting in certain surety lines. There are usually legal technicalities to be overcome, especially when domiciles are in different states. Yet compared with reinsurance or liquidation, consolidations may mean great savings to stockholders.

Some Refinancing Necessary

Mr. Best believes many companies should be refinanced in the next few years. He said more companies have been ruined by bad investments than by high loss or expense ratios, or both. Bad practices undoubtedly have been allowed to creep into the business in recent years, especially regarding investments, and he believes there should be a general tightening of laws and regulations relating to investment of carrier's funds.

He said in the anxiety to preserve companies of their own states, some insurance departments have permitted investment practices which have seriously weakened companies indulging in them and in some cases decidedly prejudiced policyholders' interests. One of these evils is pyramiding of assets and interlocking stock control. Another bad feature of recent investment policy, he said, is individual investments which are too large in proportion to total resources. He considers it unwise to have too many eggs in one basket.

Still another evil is a badly balanced portfolio of investments. Companies have been loaded with securities of other enterprises controlled by the interests owning the carriers. Unforeseen economic developments may affect these other enterprises and create serious problems for the insurance companies.

Mr. Best said in case of fire and casualty companies, interest on reserves has never been considered a factor in rate making and it would be difficult to work out a sound formula for doing so, but in the practical operation of fire and casualty companies this interest plays a very important part.

The Forerunner of Prosperity * * *

All Hail to the Bull Market



Universal Automobile Insurance Company

Trinity Fire Insurance Company

DALLAS

AUTOMOBILE	PUBLIC	BURGLARY	ACCIDENT
LIABILITY	LIABILITY	THEFT	HEALTH
PROP. DAMAGE	TEAMS	PLATE GLASS	WORKMEN'S
COLLISION	ELEVATOR	STEAM BOILER	COMPENSATION

General Accident



FIRE AND LIFE
ASSURANCE CORPORATION, Ltd.

FREDERICK RICHARDSON, United States Manager
GENERAL BUILDING - 4TH & WALNUT STS.
PHILADELPHIA

Yancey Elected To Head Counsel

(CONTINUED FROM PAGE 38)

members Sept. 1, 1931, and 1,041 members Aug. 31, this year, an increase of 65.

Acting President Yancey took the chair at the opening of the convention, explaining that the serious illness of President Jones made it impossible for him to attend. Mr. Yancey spoke on "What is bad faith, as applied to the acts of an insurance carrier in refusing to make settlements where possible within the policy limits of liability policies?" He said in the last 15 years there has been a large increase in number of cases filed against companies by assureds under liability policies claiming damage for failure to settle within policy limits where afterwards judgments exceeded those limits. At first such cases were based on the policy itself but courts rejected these claims and refused to extend the plain terms of the contract.

Since 1916 actions often have been brought ex delicto, the principal question being whether a good cause of action is stated based on negligent failure to settle, or whether the petition must rely on "bad faith" in failing to settle. The majority of appellate courts passing on the question have held no liability exists save when bad faith is shown. Mr. Yancey said that there is difficulty in defining this phrase, however, some decisions appearing to be that negligence is bad faith.

H. Jackson, West Virginia attorney, welcomed the association to West Virginia and W. E. Reeder of St. Louis responded. J. A. Millener, secretary-treasurer, reported on membership and showed cash on hand over \$4,000.

H. W. Taft of New York was intro-

Old established Casualty & Surety Co. has opening for experienced Casualty field man for Illinois & Wisconsin. State age, experience, salary. Address W-78, The National Underwriter, Chicago.

WINZER & CO.
CERTIFIED PUBLIC ACCOUNTANTS
Specializing in
INSURANCE ACCOUNTING
29 S. La Salle Street
CHICAGO

duced and also extended welcome. He opposed curtailment of jurisdiction of federal courts, one of the subjects discussed at the meeting. He said there is a crying need for change from the archaic forms of procedure and restoration of courts to a position where meritorious cases will be equitably tried without unnecessarily long delay. He was elected an honorary member.

H. B. Lee of Charleston, attorney-general of West Virginia, spoke on "Recent Attempts to Limit Jurisdiction of Federal Courts." The association went on record as opposed to the Norris bill.

At the closing session the recommendation of the executive committee was adopted to amend by-laws to provide that the secretary-treasurer and executive committee members, as their terms expire, shall be elected for three years.

Claim Men Meet in White Sulphur

(CONTINUED FROM PAGE 37)

Charleston, W. Va.; Gibraltar Life & Accident, Denver; Independence Indemnity, Philadelphia; Mutual Life of Baltimore; Pilot Life, Greensboro, N. C.; Century Indemnity, Hartford, and Knights Life, Pittsburgh.

Underwriting-Claims Relation

"The Underwriter and the Claim Adjuster" was the subject of an interesting paper read by Austin D. Reiley, supervisor of risks, Mutual Life of New York.

Due to sudden illness, Dr. Arthur Geiringer, assistant medical director Equitable Life of New York, was unable to be present. His paper on "Scientific Medical Investigation of Difficult Claims" was read by Dr. Ungerleider, his associate.

The report of the program committee was read by Chairman H. W. J. Hargrave, manager of the claims division in New York for the Fireman's Fund Indemnity.

More Gavels Presented

Two other past presidents who received gavels were J. S. Eaton, who presided at the first convention held in Atlantic City in 1910, and E. L. Earl of Montreal, who presided in 1930. There were present 14 out of 19 living past presidents.

T. F. Hickey, chairman of the executive committee, reported that the committee acted favorably on the proposal to elect Past Presidents R. R. Harrold and H. S. Bean honorary members.

H. P. Gallaher, Mutual Life of New York, reported for the press committee, T. W. Hislop, Great Northern Life, for the hotel and accommodations committee, and W. R. Waugh, London Life, for the auditing committee.

C. O. Piper, superintendent of claims,

Massachusetts Protective, spoke on the statutory penalty racket against insurance companies, which reached the highest efficiency in South Carolina, where small claims are made with a threat of suit for punitive damages.

Members voted to change the constitution so as to include the treasurer as a member of the executive committee.

R. K. Metcalf, manager claim department Connecticut General Life, reporting as chairman of the committee on attending physicians' claim statements, submitted tentative blanks, asked for free discussion and criticism, which was done. The committee was continued.

Dr. Leonarde Keeler of Chicago spoke on scientific crime detection methods and demonstrated the polygraph, or "lie detector."

Wednesday's session was devoted to reading of a paper on "History and Legal Aspects of Suicide" by R. W. Shackelford of Tampa, Fla., the question box and election of officers.

Virginia Asks Further Data

RICHMOND, Sept. 14.—Preliminary to the inquiry into the automobile liability and property damage rates to be started Sept. 26, the Virginia corporation commission has asked the companies for data on premiums, losses and expenses on direct business in Virginia for the years 1930 and 1931.

Completes Post Office Contract

When contractors for the remodeling of the old postoffice in Brooklyn were unable to conclude the work, the United States Fidelity & Guaranty, under its completion bond, finished the task, doing it two months prior to the delivery date. Throughout the period of reconstruction the 2,000 government employees worked in the building uninterruptedly, dispatching 900 truck loads of mail matter without a single piece being mislaid. While the bond of the surety company was for \$1,025,000, a considerable part of it was reinsured.

Hold First New Jersey Meeting

NEWARK, Sept. 14.—The first meeting of the season of the Casualty Underwriters Association of New Jersey, was held there today. The meeting was a get-together affair, there being no speaker, and the general casualty situation in the state was discussed among the members.

The association plans an active season and will pay particular attention to any new legislation that may be introduced in the New Jersey legislature effecting the casualty business.

Speed Milwaukee Loss Payment

MILWAUKEE, Sept. 14.—Two days after a spectacular daylight holdup of a bank messenger of the Badger State Bank, Milwaukee, while en route to the Milwaukee Clearing House offices with checks and \$21,300 in cash, Frederick Kasten of Blatz-Kasten & Co., general agents for the Globe Indemnity handed the bank a check covering the loss.

Maryland Casualty Surplus

In the George department semi-annual figures the surplus of the Maryland Casualty was omitted. Its surplus as of June 30 was \$2,840,000.

C. E. Spangler

C. E. Spangler, secretary of the Woodmen Accident, Lincoln, Neb., was recently tendered a complimentary dinner marking the completion of his 38th year with the organization.

Joseph D. Arnold, 63, prominent in Arkansas fire and casualty insurance for 30 years, died at Little Rock following a week's illness. He was born in 1869 at Nobleville, Ohio, and went to Arkansas in 1901 and opened an agency at Little Rock.

Publisher Takes Companies' Side

(CONTINUED FROM PAGE 37)

consider the difficulties that all employers and, as such, insurance buyers are facing. By reducing agents' and brokers' commissions and by sharply lowering company expense costs they are practicing economies which enable them to offer a discount of 12½ percent to the employer who pays compensation premiums in excess of \$1,000.

Include Occupational Diseases

"The proposed revision of rates takes into consideration the question of occupational diseases. Now it is proposed to take an affirmative position on this question, thus broadening the declared coverage under the contract. Other advantages in the form of schedule and experience rating are offered by the stock companies to employers.

"Finally, but not the least to be considered by employer, employee and the state, is the carrier's ability to pay. Undue pressure on the financial structure of the company through losses out of line with premium receipts might nullify the worth of the protection. What every employer who purchases workmen's compensation insurance is essentially interested in is the solvency of his insurance company. This solvency can be preserved only when the premiums collected by the company are sufficient to meet the losses incurred and to pay the expenses of business operation."

Much Interest in Claims to Be Made in River Disaster

NEW YORK, Sept. 14.—Casualty managers are interested in the different angles likely to develop in awards under damage actions over the explosion of the "Observation" in East River. At latest accounts 68 persons were killed and 63 injured, with 7 still unaccounted for. The disaster occurred early on the morning of Sept. 9 when the 44-year-old boat left its pier at the foot of East 134th street, loaded with workmen engaged in constructing the new \$9,000,000 penitentiary on Rikers Island. The general contracting firm is P. J. Carlin & Co., who were awarded the contract early in November, 1930, giving the city a surety bond of \$2,200,000 guaranteeing the successful completion of the work within 800 consecutive calendar days.

Representatives of the home office of the Travelers are here trying to determine its liability. The Travelers covered the compensation liability of the Carlin company and may hold the bag for the entire loss, although the subcontractors involved are understood to have been covered in the Liberty Mutual and the state fund.

Ives in Milwaukee

MILWAUKEE, Sept. 14.—H. S. Ives, special counsel Association of Casualty & Surety Executives, conferred here Monday with officials of the Insurance Federation of Wisconsin and other prominent insurance men. Monday noon Mr. Ives was the guest of federation officials at a luncheon.

In his talk at the luncheon Mr. Ives discussed federation matters and legislative prospects in Wisconsin and the nation in general, and pointed to the urgent need that insurance men join taxpayers' organizations in the fight being conducted locally and nationally to reduce governmental expenditures, with a resultant reduction of taxes.

Harry C. Mitchell, formerly president of the Georgia Casualty and now an agent for the Consolidated Indemnity in Newark, has removed his office to the insurance district there, 16-18 Clinton street.

20% Reduction in Rates

NEW LOW rates in effect NOW! At famous Black Hawk Hotels in Iowa and Minnesota. Service unsurpassed. Over 100% more minimum rate rooms at these new low rates. No waiting or inconvenience in securing desired accommodations. Rates for an extra guest reduced to \$1.00. Tastefully prepared food served in charming, friendly coffee shops and dining rooms at prices adjusted downward in tune with the times. NEXT TIME in Iowa or Minnesota—stop at a Black Hawk Hotel. Minimum rates at our hotels now range from \$1.50 to \$2.50. Lower traveling costs mean less expense in your sales departments.

Hotel Saverly
Des Moines, Iowa

Hotel Fort Des Moines
Des Moines, Iowa

Hotel Blackhawk
Beverport, Iowa

Hotel Mississippi
Davenport, Iowa

Hotel Davenport
Davenport, Iowa

Hotel Hanford
Hazen City, Iowa

Hotel Saint Paul
St. Paul, Minn.

BLACK HAWK HOTELS

CASUALTY AND BOND COURSE

Takes Mystery Out Of All Casualty Lines — Explains Coverage And Gives Sales Pointers — Revised to Date

« »

You Receive These 25 Lessons

1. Basic Principles of Public Liability.
2. Automobile Public Liability, Property Damage and Collision.
3. Manufacturers' Public Liability.
4. Contractors' Public Liability.
5. Contractors' Protective (Contingent) Public Liability.
6. Owners' Protective (Contingent) Public Liability.
7. Theatre Public Liability.
8. Owners', Landlords' and Tenants' Public Liability.
9. Residence and Farm Public Liability.
10. Teams' Public Liability.
11. Elevator Public Liability.
12. Accident and Health.
Part A—Accident and Health Policies, Selection of Risks, Applications, Prospects.
Part B—Salesmanship.
13. Workmen's Compensation.
14. Plate Glass.
15. Messenger and Office (Store) Robbery.
16. Paymaster Robbery.
17. Bank Burglary and Robbery.
18. Bankers' Blanket Bonds.
19. Mercantile Safe Burglary.
20. Open Stock Burglary.
21. Residence Burglary & Theft—Personal Hold-up.
22. Boiler, Including U. & O.
23. Engine & Fly Wheel, Including U. & O.
24. Electrical Machinery, Including U. & O.
25. Bonds—Fidelity and Surety.
Part A—Introduction.
Part B—Fidelity Bonds.
Part C—Contract Bonds.
Part D—Fiduciary Bonds.
Part E—Court Bonds.
Part F—Public Official Bonds.
Part G—Depository Bonds.
Part H—License and Permit Bonds.
Part I—Miscellaneous Bonds.

The first requirement for a job in a field or office is a thorough knowledge and understanding of the immediate work to be done. But promotion and broader opportunity come only to those who prepare themselves mentally to take in more territory. The Casualty and Bond Underwriting Course issued by The National Underwriter Company can aid the man who wants to do his present work better and who wants to fit himself for a more important position.

The office man who prepares himself to understand the problems of the man in the field is preparing himself to make other than routine decisions in the office. The Casualty and Bond Course gives a complete outline of contract coverage, methods of premium calculation, errors to guard against in underwriting and selling these lines. There are 850 pages in the course. It is indexed for reference purposes.

IN CONSTANT USE

About two years ago I subscribed to your Casualty Correspondence Course and derived a tremendous amount of good from it. I have used the lessons on many occasions to brush up on certain points and value the booklets highly as references.

C. F. LOCKYER, Los Angeles, Calif.

Two or three years ago, the writer subscribed to your Sales Training Course in Casualty and Bond Underwriting and I have endeavored since that time to keep the various pamphlets handy. This course is prepared in such a clear, understandable way that I believe it should be subscribed to by all parties in any way connected with Casualty and Surety.

P. L. GEDNEY, Minneapolis, Minn.

Our men are showing a great deal of interest in this course and I feel that already they have derived a great deal of benefit from it.

DANA J. LOWD, Buffalo, N. Y.

I have found it very instructive and profitable and I want to congratulate you upon getting together such a splendid set of lessons.

PHILIP W. DOWNS, Omaha, Neb.

USE THIS ORDER FORM TODAY

Date

THE NATIONAL UNDERWRITER COMPANY,
420 E. Fourth St., Cincinnati, Ohio.

Gentlemen—I want the most complete casualty and bond course available. Enclosed is \$5.00 and I will pay \$5.00 a month for the following four months.

I am to be furnished the complete Series of lessons and quiz for each lesson; and my written answers are to be carefully gone over by you, corrected and definite suggestions are to be given me for the improvement of myself in my selling of Insurance.

Your Manager

Name or Gen'l Agent

Street Address

City and State

Today's problems handled by modern methods

*A*dherence to obsolete methods has never handicapped Lloyds Casualty Company in its fifty-two years of existence, because it is continually keeping abreast with present-day methods.

The whole operating organization of Lloyds Casualty Company is composed of men grounded in all phases of Casualty and Surety work. Lloyds Casualty agents find considerable pride in representing an old company using all modern methods.

LLOYDS CASUALTY COMPANY

M. DANIEL MAGGIN, Vice President & General Manager

75 MAIDEN LANE

NEW YORK CITY

Plate Glass and Casualty Lines, including Fidelity and Surety.

Affiliated with

DETROIT FIDELITY AND SURETY CO.
